

# THE NATIONAL Provisioner

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*attract  
HER HANDS  
(and eyes)*

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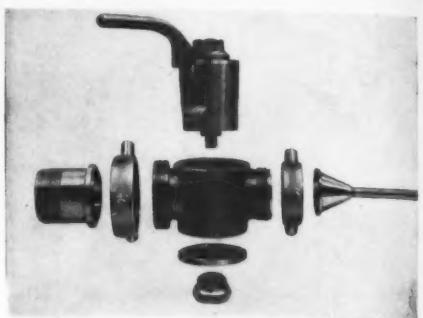
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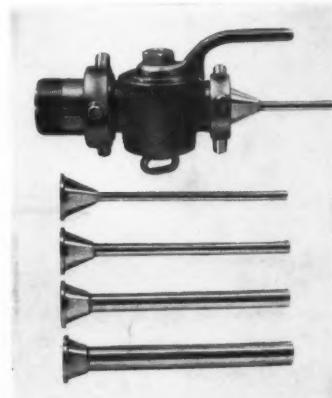
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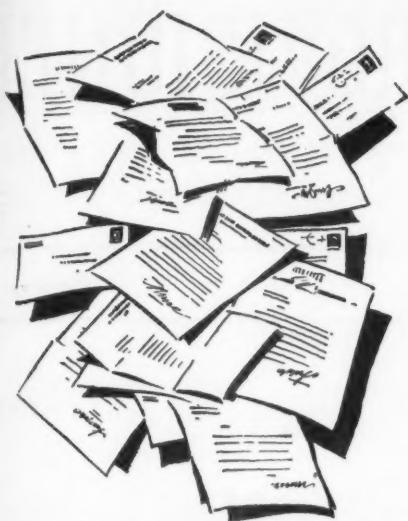


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BUFFALO, NEW YORK



# PROVISIONERS

WHO WATCH THEIR DELIVERY  
COSTS SAY:

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# THE NATIONAL PROVISIONER

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## Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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# CUTS BEEF DAY AFTER KILLING with

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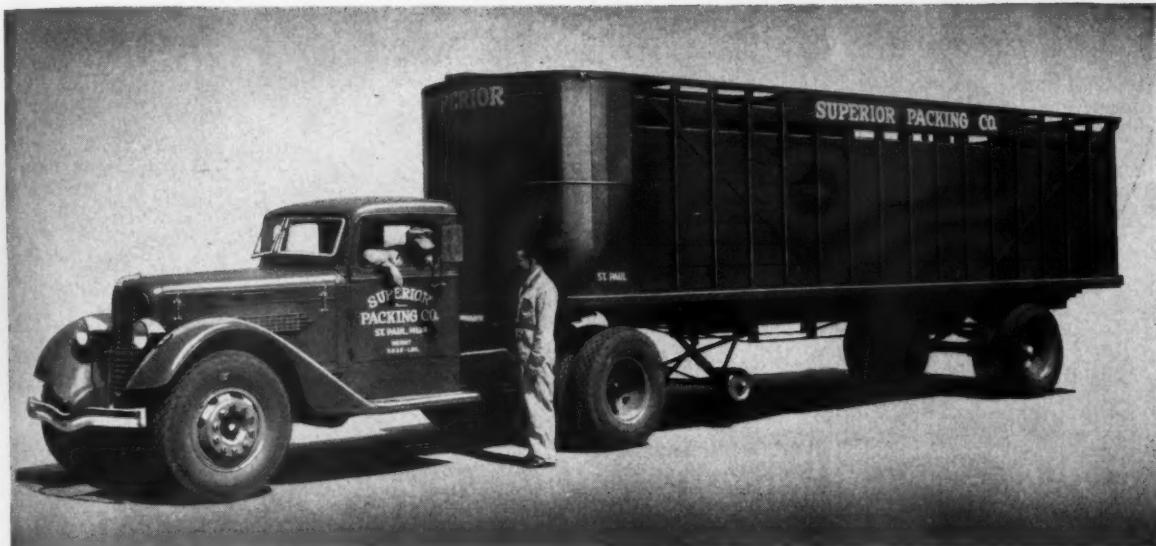
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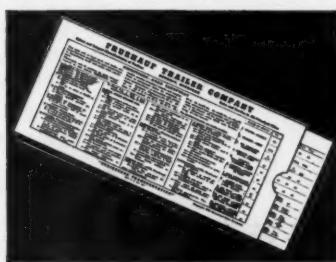
Cutting "dead mileage" expense is only one of many reasons why Fruehauf Trailers are

popular with meat packers. You should have the complete story—and know its possible application to your business. For these facts write us saying "Have your man 'phone me for an appointment." Such request does not obligate you—it should lead to big savings for you.

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PARCHMENT (Kalamazoo County) MICHIGAN

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*Armour's*  
BEEF - HOG - SHEEP  
**CASINGS**

*Always the Best*

ARMOUR AND COMPANY

CHICAGO

# THE NATIONAL PROVISIONER

MAY 8, 1937

*The Magazine of the Meat  
Packing and Allied Industries*

## PACKER at HALF-WAY POST

★ Take Care of Today and the  
Future Will Take Care of Itself

**S**TANDING at the half-way mark, the meat packer looks back on the first half of his fiscal year with mingled feelings.

Was he too optimistic during the first three months, when he filled his cellars during heavy hog runs and built up an inventory much of which he is still carrying? Did he discount the future too heavily?

Since that time he has seen operating costs mount up—increased wages, taxes, supplies. How can these increased costs be offset?

Cut-out results are better in recent months, but there is the ever-present need to buy hogs on the basis of cut-out values. There are operating economies possible through better plant supervision, and always opportunity for better merchandising.

### Checking Plant Operations

The thoughtful packer is considering these things as he reaches the end of the half year, and wondering what he can do in the next six months to improve the picture. The inventory "post mortem" is over, and he calls in his superintendent to check up on plant operations and possible savings in that direction.

**PRESIDENT:** Before discussing our plans for the last half of the fiscal year, let us review briefly the first six months' operations.

The results, as you know, are only fair—nothing to brag about. We were overly optimistic in November, December and January. Like a lot of others we got the idea that, on account of high corn prices, the bulk of the hogs would be pretty well marketed by the middle of January.

So we largely disregarded trade conditions and

cut-out values and filled our cellars and freezers. Consequently, we have on hand an inventory which, with carrying charges, cost us considerably more than the present market.

### Learning from Mistakes

We can learn from our mistakes. Our big mistake was anticipating inventory profits that failed to materialize. Also I think we could have done a better merchandising job. Our hogs have cut out better the last two or three months—we must constantly strive to buy hogs on the basis of cut-out values.

One of the evils of the pork business is the thought



and effort expended in attempting to discount the future. Worry about the future, may cause us to overlook present opportunities. I do not mean we should not get all the information we can regarding future livestock supplies, probable trend of product prices and economic conditions.

But our big job is to *operate every day to the best advantage*. Therefore, we will devote our time this morning to matters that affect our day-to-day operations.

### Meeting Higher Costs

Our operating costs have been substantially increased by higher wages, taxes, supplies, etc. I would like to know, Mr. Jones, what you are doing in the plant to offset higher costs.

SUPERINTENDENT: I have been and am quite concerned over the higher costs. For several weeks I have been making a personal survey of every department for the purpose of correcting everything I find out of line, and effecting every possible improvement. I have found many things to correct and many improvements to make. I am making some headway, but there is still a lot to be done in checking up the men.

PRESIDENT: I appreciate your frank statement, am sure you are working along the right lines by finding out for yourself what is wrong. Our business requires constant supervision and vigilance. Small leaks here and others there can quickly reduce the meagre profits of the business to the vanishing point.

### Leaks That Cost Money

For instance, I noticed this morning on the cutting floor carelessness in pulling pork loins. Too many were scored, some pulled too wide, some too narrow. Some bellies were improperly trimmed, quite a few fresh pork packages were not filled to capacity. Meat in the trimming room was piled too high, causing unnecessary shrinkage.

In the packing room I notice we are using paper that is too large in wrapping light average hams and picnics, and here again I found packages not filled to capacity.

In the sausage cooler I found a number of pieces

**S**TOCKS of cured pork meats and lard increased at seven principal packing centers during April. Meat stocks totaled 234,000,000 lbs., against 225,500,000 lbs. a month ago and 148,600,000 lbs. a year ago. This does not include frozen pork stocks. Total lard stocks were 156,600,000 lbs. compared to 149,000,000 lbs. a month ago and 46,000,000 lbs. a year ago.

♦ ♦ ♦

Federally-inspected hog slaughter at eight principal packing points declined during the last week in April below that of a week and a year ago. However, for the four weeks ended April 30, slaughter at these points totaled 1,083,000 head, against 956,250 head last year. Average weight of hogs was considerably lighter.

of broken large bologna, caused by poor stuffing or careless handling. These are only examples of what I noticed. I found preventable losses in other departments.

### Checking the Foremen

The impression I got was that *some foremen do not realize the losses the company has sustained through preventable waste*, nor do they seem to realize that this kind of product will not satisfy our customers. How do you account for these conditions?

SUPERINTENDENT: I can't account for them. I have repeatedly taken up these matters with the foremen.

PRESIDENT: I am afraid they were not taken up in the right manner; anyway, they were not stopped. *It is one thing to give instructions and another to know they are being followed.* I am quite sure if foremen had to pay for preventable losses we would have very little waste of this character.

SUPERINTENDENT: I have no wish to shirk responsibility. I have been perhaps too lenient, and I can assure you that a big improvement will be made.

### A New Plant Program

PRESIDENT: All right, let's begin today to do a better job. Keep in mind that "the Boss is the pace-maker." If he gets in the habit of overlooking matters, the men will become careless.

We agree that considerable improvement can be made in our plant operations; therefore, our definite plant operating program for the next six months will be to *eliminate preventable losses, to improve our workmanship, and to operate as economically as possible.* This program, if followed consistently, will reduce costs and improve our products.

How we merchandise our present inventories will have an important bearing on our year's results. Therefore, we will devote our next conference to our sales program.

Mr. Packer President: is on the war-path again. Watch for his next meeting, when he gets his Sales Manager on the carpet!

## Market Trends

Cattle marketings in April dropped 100,000 head from April a year ago. With this decrease in beef supplies there should be improved demand for pork meats.

♦ ♦ ♦

Imports of live animals and meat continue to increase. During the first quarter of 1937 there was imported from Canada 59,634 cattle, 14,611 calves and 22,397 hogs. In the first quarter of 1936 the import was 37,307 cattle, 5,197 calves, 15,430 hogs.

Canned ham imports at New York during 1937 up to and including the week ended May 1 totaled 15,494,281 lbs., against 3,517,492 lbs. for same period of 1936.

♦ ♦ ♦

Four times as many hams in tins were imported into the United States through the port of New York during the week ended May 1, 1937, as in the same week in 1936, the total being 1,771,419 lbs. against 417,331 lbs. last year.

♦ ♦ ♦

Meat imported from Canada in the first quarter of 1937 included 4,856,900 lbs. of fresh pork and 732,200 lbs. of bacon. This was nearly double the import of the 1936 period.

# PORK IMPORTS in March DOUBLE Those LAST YEAR

IMPORTS of fresh and cured pork during March, 1937, were more than double those of the same month of 1936, and exceeded exports for the month by more than 2,000,000 lbs. Imports of beef were slightly lower than those of March, 1936, and for the first

three months of 1937 imports of beef and veal were only about half of those of the first quarter of 1936.

March exports and imports, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	March, 1937. lbs.	3 mos. 1937. lbs.	3 mos. 1936. lbs.
<b>IMPORTS.</b>			
Beef, fresh.....	350,908	1,102,043	1,123,055
Veal, fresh.....	36,723	66,448	38,098
Beef & veal, pickled or cured.....	115,566	365,411	429,680
Beef, canned.....	7,123,250	11,807,605	22,838,303
TOTAL BEEF & VEAL.....	7,626,447	13,341,507	24,429,136
Pork, fresh .....	2,121,944	5,545,032	2,544,967
Hams, shoulders & bacon.....	5,094,635	13,056,082	3,971,721
Pork, pickled, salted & other.....	355,329	932,579	615,195
TOTAL PORK .....	7,571,908	19,533,693	7,131,883
<b>EXPORTS.</b>			
Beef & veal, fresh.....	512,799	1,128,600	1,142,026
Beef, cured .....	643,877	1,296,126	1,077,646
Beef, canned .....	341,020	1,023,139	513,740
TOTAL BEEF & VEAL.....	1,407,496	3,447,865	2,733,412
Pork:			
Fresh, carcasses .....	19,552	39,271	41,163
Fresh, loins & other.....	535,076	1,426,222	665,716
Cumberland & Wiltshire sides.....	14,003	28,843	103,999
Hams and shoulders.....	3,215,920	7,544,667	8,066,671
Bacon .....	315,742	739,921	610,012
Pickled .....	444,896	1,356,081	1,887,800
Canned .....	545,636	2,139,374	1,927,436
TOTAL PORK.....	5,110,825	13,274,379	13,302,797
Lard .....	7,375,853	20,749,709	20,297,579
Sausage .....	282,455	771,674	595,423
Sausage ingredients .....	149,098	342,612	455,189

## MORE HOGS and FEWER CATTLE

MORE hogs and lambs—but fewer cattle—were marketed at the seven principal packing centers during April than in the same month a year ago. Cattle receipts were 100,000 head less, hogs 13,000 more and sheep and lambs 7,000 more.

During the seven months of the present hog crop year marketings of hogs at seven principal points totaled 9,020,142 head, compared with 6,807,770 in the like period a year earlier, and 8,949,554 two years ago. April marketings at these points totaled 864,999 head, compared with 852,025 head in April, 1936.

Federally-inspected hog slaughter at eight large points during the four weeks ended April 30, 1937, totaled 1,082,946 head, compared with a slaughter of 956,237 head in the four weeks ended May 1, 1936.

### Hogs Are Lighter

Average weight of hogs at all points was considerably lighter than average weight in April a year ago, as shown by the following comparisons:

	AVERAGE HOG WEIGHTS. Apr., 1937.	Apr., 1936.
Chicago .....	243 lbs.	249 lbs.
Kansas City .....	215 lbs.	217 lbs.
Omaha .....	230 lbs.	254 lbs.
E. St. Louis.....	211 lbs.	214 lbs.
St. Paul .....	216 lbs.	242 lbs.

Cost of hogs averaged less during April this year than last, as shown:

	AVERAGE HOG COSTS. Apr., 1937.	Apr., 1936.
Chicago .....	\$ 9.97	\$10.47
Kansas City .....	9.75	10.23
Omaha .....	9.67	9.99
E. St. Louis.....	10.00	10.49
St. Paul .....	9.69	10.00

### Fewer Cattle Marketed

April cattle marketings at the seven principal centers totaled 498,357 head, compared with 601,547 in April, 1936. Some idea of the quality of these cattle is indicated by gradings at Chicago, where of the 80,603 beef cattle received only 6.1 per cent graded choice and prime, 57.9 per cent good, 30.9 per cent medium, and 5.1 per cent plain.

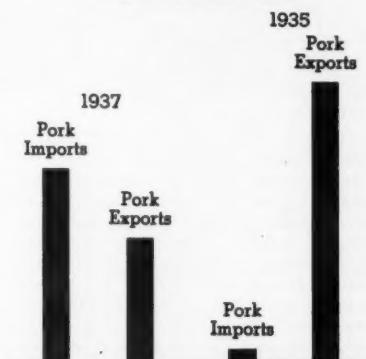
Average weight of all beef cattle received in Chicago during April was 972 lbs. and average price \$10.75 per

cwt. This compares with a price average of \$8.45 in April, 1936 and \$11.05 two years ago.

Sheep and lamb receipts at the seven markets during April totaled 902,973 head, compared with 896,002 in April, 1936. Receipts at these markets for the five months of the fed lamb season ending with April totaled 4,484,385 head, compared with 4,400,737 in the like period a year ago and 4,529,121 head two years ago. Average weight of sheep and lambs slaughtered at Chicago during the month was 86 lbs. and average price of lambs was \$12.40, which compares with \$12.00 in March and \$10.90 in April, 1936.

### IMPORTS EXCEED EXPORTS

(First 3 mos. 1937 and 1935)



Exports of all pork, including canned product, totaled only 11,920,000 lbs. during the first three months of 1937, compared with pork imports of 18,601,000 lbs. during the same period. This is in direct contrast with 1935, and earlier years when the United States was one of the great pork exporting nations of the world.

### MEAT SUPPLIES COST MORE

One important reason for higher meat prices is to be found in increased cost of livestock. During March, 1937, federally-inspected packers paid 37½ per cent more for their livestock than in March, 1936, and nearly 30 per cent more than the 5-year-average for March. In dollars the increase was \$21,000,000 over a year ago and \$56,000,000 over the five-year average.

Principal increase during March, 1937, was in the cost of cattle, for which \$58,000,000 was paid, compared with \$46,000,000 last March and \$36,000,000 as the average for March of the past five years. Calves cost \$8,000,000, which was 25 per cent more than a year ago. Hogs cost \$67,000,000, which was \$7,000,000 more. Sheep and lambs cost \$13,000,000, which was one million more than last year and 33½ per cent over the five-year-average for March.

Do you need a superintendent or foreman? Watch Classified page.

# MERCHANDISING MEAT \*

• News from the meat selling front • Helps for meat manufacturers and dealers

## MEAT AND SAUSAGE Sales Over 2½ BILLION DOLLARS

**M**EATS, sausage and meat products sold by 1,974 meat packers and sausage manufacturers in 1935 were valued at slightly more than \$2,600,000,000 by the U. S. Census of Distribution, just issued. Of this total 1,210 meat packing companies accounted for \$2,477,829,000 and 764 sausage plants for \$140,515,000.

Of total sales made by both packers and sausage manufacturers, about one-third moved through company wholesale branches and something over another third through chains and independent retailers. The next largest outlet is through wholesalers and jobbers not affiliated with either packers or sausage manufacturers. Still other outlets were industrial and other large consumers of meats and meat products, packer retail stores, and a small percentage direct to consumers.

Sales were divided among channels of primary distribution as follows:

### SALES DISTRIBUTION IN 1935.

	Meat Packing	Sausage Mfg.
Sales to—	Amount of Sales (add 000)	Amount of Sales (add 000)
Own wholesale branches.....	\$ 794,645	\$ 35,122
Industrial and large users....	80,795	6,223
Wholesalers and jobbers....	369,134	20,697
Own retail stores.....	16,759	5,425
Retailers and chains.....	857,713	56,464
Consumers .....	6,938	3,388
Total distributed sales.....	\$2,125,984	\$127,319
Transfer to own plants.....	236,260	12,576
Sales not allocated.....	115,585	620
Sales through agents, brokers	92,586	2,971

Only 730 of the 1210 meat packing firms operating in 1935 reported their total selling expenses. These 730 plants had total net sales of \$2,050,472,000 and their total sales expense amounted to \$79,748,000, of which \$31,484,000 was

for salaries and \$48,264,000 for other expenses. The total sales cost amounted to 4.4 per cent of net sales. The reporting packers had 15,555 male and 1,819 female employees connected with selling.

Sales expenses of the 333 sausage firms reporting their costs totaled \$7,239,000, or 11.6 per cent of their total sales of \$63,800,000. These firms spent \$4,106,000 for payrolls and \$3,133,000 for other selling expenses.

### SALES COST COMPARISON.

	Meat Packing.	Sausage Manufacturing.
Number firms reporting.	730	333
Total sales .....	\$2,050,472,000	\$63,800,000
Total sales expense.....	\$79,748,000	\$7,239,000
Expense per cent of sales	4.4	11.6

### SAUSAGE IN ILLINOIS

Restrictions would be imposed on ingredients used in sausage manufacture under a bill (H-594) which has been introduced in the Illinois legislature and referred to the committee on public health. Under the proposed law sausage would be considered adulterated or unwholesome:

1.—If it contains added water or ice in excess of quantity required to bring the amount of moisture up to that contained in meat ingredients immediately after slaughter, excepting water or ice added to facilitate grinding, chopping and mixing, and which shall in no case exceed 7 per cent as determined by methods prescribed by the Department of Agriculture;

2.—If it contains any cereal, vegetable flour, vegetable product, milk powder or cracklings;

3.—If it contains any coal-tar dye,

boric acid or borates, sulphites, sulphur dioxide, sulphurous acid, or any substance injurious to health;

4.—If it contains any contaminated or unhealthy substance, or is manufactured in whole or part from such a substance, or is manufactured from a substance which is stored, transported or kept in such a manner as to make it unwholesome.

### LABEL ILLUSTRATIONS

Illustrations of meats cooked and ready to serve are being used on cartons, labels and wrappers by many packers. The general opinion is that these are important features in getting consumer attention and creating appetite appeal. However, occasionally a packer is found whose experience with these illustrations has made him doubtful of their value.

In planning illustrations for labels and packages it is important that the dishes pictured appear as not too elaborately prepared. The impression of fussiness, and that they are difficult to make ready for the table, should be avoided. It is better to show the meats as simple dishes rather than as an elaborate preparation which conveys the idea of requiring much time in a hot kitchen. Naturally the woman seeking convenience and ease in meal preparation will avoid those products whose labels convey the opposite.

Packers using these types of illustrations might examine them critically to determine whether or not they convey the impression of a need for lengthy or elaborate preparation. If they do, then perhaps this is the reason why some new designs of containers and labels have not done the selling job expected.

### PROTECTING LIVER SAUSAGE

Liver sausage is a delicate product, and unless handled carefully is easily bruised in the shipping cooler or during delivery, often to the extent of detracting considerably from good appearance.

To prevent such damage Herrud & Co., Grand Rapids, Mich., protect liver sausage during delivery by wrapping the product in a sheet of corrugated board held in place with rubber bands. The idea has worked very successfully. The wrapper not only protects against bruising and soiling, but favorably impresses customers with the care taken by the company to deliver products in the best possible condition. Wrapper is removed by retailer before displayed.

### COOKED LOIN APPEAL

Printed cellulose casings are being successfully applied to many meat products other than sausage. Boiled hams, meat loaves, smoked hams and butts, boned shoulders and picnics, Canadian style bacon, etc., are being marketed in large volume in these containers.

Here is a cooked pork loin in a printed casing, processed and packed by Vette & Zuncker, Chicago. Casing is a Sylphcase K.



# CANNED Meats

## Display Possibilities Give Them Sales Advantage

CONSIDERED from the standpoint of retail sales, canned meats have an important merchandising advantage not possessed by many meat products—they are not perishable and, therefore, may be used effectively in the modern store arrangement and layout in which all other considerations are subordinated to display.

Food products today, more than ever before, are being "brought down from the shelves and from under the counters!" In fact, shelves and counters are rapidly disappearing. In their place appear aisle displays and benches accessible to customers, on which products can be closely inspected. The result is that "impulse" sales are coming more and more to represent a larger percentage of total purchases.

### Modern Display

With facilities for close and careful inspection available, quality of products—when visible through wrappings and attractiveness of containers—is becoming even more important. How this modern food store planning and operation will affect meat sales has been a matter of speculation among

### CANNED MEAT WINDOW DISPLAY

Products in tins and glass form an attractive and effective display in the Golden Rule department store, St. Paul, Minn.



alert meat merchandisers for some time.

Canned meats, because they can be displayed on an equal basis with other non-perishable foods, offer the packer one of his greatest opportunities to cash in on impulse sales and to offset consumer impulse buying of other foods. It is this feature that will influence their greater use and display in food stores.

### All Canned Meats

An idea of the careful attention given to canned meat display and advertising by one large store may be gained from the accompanying illustrations. The photographs were taken in the Golden Rule, one of the larger department stores in St. Paul, Minn.

In this store an entire department is now devoted to displaying and dem-

### CANNED MEAT STORE DISPLAY

Canned meats, because they are non-perishable, can be displayed in the modern manner, and offer the packer one of his best opportunities to build impulse sales.

Government inspection is featured.

nstrating Wilson's Certified canned meats. A uniformed demonstrator is in constant attendance. Merchandising efforts, in addition to attractive, colorful displays, include local newspaper advertising and a direct mail campaign planned to reach every housewife in the Twin City area.

Too few women are acquainted with the high quality and general desirability of modern canned meat products. Newspaper advertising, therefore, is designed to sell St. Paul housewives on the idea that the proof of the pudding is in the eating, and to induce them to visit the Golden Rule food department and actually see, taste and buy such canned meats.

### Feature U. S. Inspection

One of the unusual features used in one of the recent canned meat displays in this store was a large picture of Uncle Sam looking down on the products. This, with an "O. K." alongside the picture, was an interesting and effective way to advise consumers that the fine products comprising the display were all packed under careful government supervision.

Interesting and appealing displays of canned meats are also made in the store windows. A full line of Wilson's canned meats in both tins and glass is carried in stock. The merchandising campaign was planned by Messrs. Simon, Eiden, Levish and Sanders, Golden Rule store officials, with the assistance of M. W. Stults, local Wilson & Co. sales manager.



# FIRST SHOWING of the New INTERNATIONALS

International Harvester presents a great new line of trucks—a major news story for the transportation world—a personal news item for every user of trucks!



HERE is the first announcement of the new International Trucks in the gleaming metal dress of today and tomorrow. Here are *eye-values* that tell their own story, ultramodern styling to please every owner and driver, your customers and the general public. But *eye-values* are not the whole story; more important, in these new trucks, are *new values underneath the surface*.

Consistent International policy, adhered to through more than 30 years of ALL-TRUCK manufacture, is your guarantee that an entirely new beauty of exterior in International Trucks

brings also *advanced engineering throughout the mechanical product*.

New standards of utility and performance are offered you in every model of this new line, in sizes ranging from the Half-Ton unit (shown above) up to powerful Six-Wheelers. The new International Trucks are at your service, on display at International dealer and branch showrooms. Folders describing sizes and styles used in your own hauling work will be sent on request.

INTERNATIONAL HARVESTER COMPANY  
606 S. Michigan Ave. (INCORPORATED) Chicago, Illinois

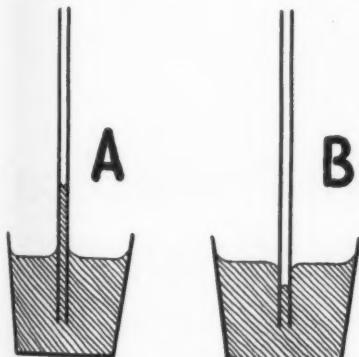
## INTERNATIONAL TRUCKS

# Moisture in Refrigerated Meat Truck Bodies

By HARVEY LINDSAY\*

OCCASIONALLY a packer discovers his refrigerated truck bodies are beginning to require more ice or CO<sub>2</sub>, or are failing to maintain required low temperatures. Investigation shows water has collected inside walls and floors of the truck body. Insulation is soaking wet and its heat-stopping value is almost entirely destroyed. Old insulation is torn out and new installed at considerable expense. Consumption of refrigerant returns to normal, and proper temperatures again are maintained without difficulty.

Presence of water in the insulation of a truck is no accident. Neither is it the result of leakage of rain through



HOW MOISTURE IS ABSORBED

When lower parts of two strips of glass are placed close together in a jar of water (A), water rises between them, because molecules of glass attract molecules of water more than latter attract each other.

Certain materials attract molecules of water less than the water molecules attract one another. When sheets, tubes or fibers of this sort are placed in a jar of water (B), water between them is depressed. Water is not soaked up.

roof and walls, nor leakage from inside the body, nor the result of splashes from highway puddles. For practical purposes, the bodies are usually watertight.

## How Moisture Gets In

Yet the moisture gets in just the same. It enters in the form of water vapor. There is no practical way of keeping it out entirely.

Damage done by water vapor can be minimized, however, and even eliminated for practical purposes. To do so is important, not only because moisture ruins efficiency of the body, but because it also

wreaks physical havoc on framing and other parts of body structure.

First step in the fight against moisture is to provide a moisture seal between insulation and outer air. Second step is to use an insulating material that does not absorb moisture.

## Using a Moisture Seal

Application of a moisture seal appears simple, but in actual practice it can be obtained only by careful workmanship. Even then the seal will not be perfect. The reason for this is seen when it is explained that even though outer surfaces of roof, walls and floor are made airtight, moisture will enter when the body is under refrigeration. This is because water vapor—being twice as tenuous as air—will pass through microscopic openings so small as to be airtight.

In a refrigerated body, water vapor is driven through even these tiny openings by vapor pressure which has nothing to do with either wind or air pressure. Vapor pressure inside a refrigerated body is almost always lower than vapor pressure in the outside air. As a result, moisture in the form of vapor rushes in just as air tries to push into a vacuum.

The Dry-Zero laboratory has been experimenting for years on various types of moisture seals to discover which are most efficient and least expensive for everyday use. For refrigerated truck bodies, the following moisture-sealing method has been found most desirable.

## Applying the Seal

After body framing is complete and insulation is in place, at least one layer of duplex waterproof kraft paper (not less than 90-lb. stock) should be applied over the entire outside surface of walls, roof and floor, all edges being carefully sealed with hot asphalt or odorless asphalt paint. Care should be taken that no small cracks or joints are allowed to remain open, for a great amount of vapor can pass through a very small opening. Any such places should be well swabbed with asphalt.

After this is done, outer paneling or sheathing is applied as usual, care being taken not to break or tear sealing paper. This is particularly important, because one tear in the paper will nullify all careful sealing of edges. One of the best external seals is sheet metal, with all panel joints soldered—as, for example, in bodies built with metal-and-plywood exteriors.

\*President, Dry-Zero Corp., Chicago.

When bodies carrying foodstuffs are regularly or occasionally washed out, it is important to prevent leakage of wash water into wall and floor insulation, otherwise particles of food and dirt accumulating there will cause mildew and other undesirable conditions. All good body builders give careful attention to this phase of the moisture problem.

## Effect on Insulation

By following this procedure carefully, a good commercial moisture seal can be obtained. Nevertheless, a certain amount of moisture will penetrate the seal. This brings us to the second phase of the moisture problem—the effect of moisture upon the insulating material itself.

Moisture affects efficiency of different insulating materials in varying degrees. Loss of efficiency is greatest in those materials that absorb moisture readily, and least in a material that repels moisture.

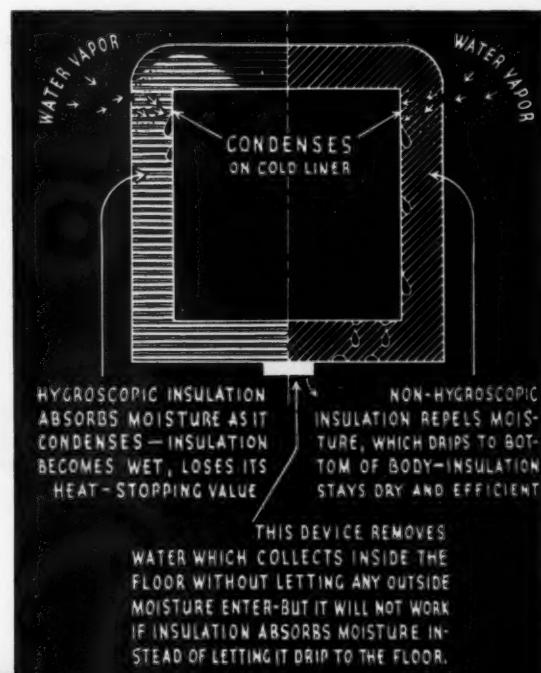
Here's why. When water vapor penetrates the moisture seal of a truck body it passes through the insulation toward the cold interior. As it nears the inner side of the insulation it reaches what is called the dew point. Here the water vapor condenses into liquid water, just as water vapor in the air condenses on the outside of a glass of ice water in summer, although it was not water but vapor when it approached the glass.

If the insulation is absorbent—hygroscopic is the technical term—this condensed moisture remains within the fibrous structure of the material. If the insulation repels moisture—that is, if it is non-hygroscopic—the condensed moisture is not held within the fibrous structure, but trickles to bottom of wall and

(Continued on page 27.)

## HOW MOISTURE ACTS

Water vapor may enter a refrigerated truck body through microscopic openings, as shown below. What happens is illustrated in the sketch.





## Spiced Ham Gets Extra Protection From Inner \*Patapar Wrapper

Note how the Patapar completely covers the ham, keeping it from contact with the metal container. Flavor and goodness are doubly safe. And when the container is opened, the neat, sanitary wrapper makes the contents look doubly appetizing!

The juicy meat gets the wrapper good and moist. But that doesn't matter. Patapar is INSOLUBLE as well as grease-proof. Wet or dry, it does its job perfectly.

Because it is both insoluble and grease-proof, Patapar is the ideal wrapper for many types of moist foods. May we show you how it might be used in packaging your product?

**Paterson Parchment Paper Company**  
Bristol, Pennsylvania

*West Coast Plant:* 340 Bryant Street, San Francisco, California  
*Branch Offices:* 111 West Washington Street, Chicago, Ill. • 120 Broadway, New York, N.Y.

# \*Patapar

TRADE MARK OF PATERSON VEGETABLE PARCHMENT

# PRACTICAL POINTS \*

*for the Trade*

## Outlet for Pork Cuts

Butts and picnics are moving slowly for a Northwestern packer. He is looking for a product in which he can utilize these meats. He writes:

Editor THE NATIONAL PROVISIONER:

Some of our butts and picnics are moving slowly. Can you suggest a meat or sausage product in which we can use them? We have been thinking of making a high-quality luncheon meat.

If he is not already doing so it might be a good plan for this packer to try merchandising some of his butts in manufactured casings. These "cottage butts" in casings are popular with many consumers because they are trim looking, easy to handle and cook. The meat holds together well in cooking and has good flavor. Such packaged butts, combining appetite and visibility appeal, are popular with dealers for counter display.

## Luncheon Meats

Luncheon meat is another good outlet for butts and picnics which move slowly. It can be made and packaged in a number of ways. One formula for luncheon meat is as follows:

85 lbs. dry cured pork trimmings  
15 lbs. dry cured pork cheek meat

Before the trimmings go into cure they should be carefully trimmed to remove all gristle and blood clots. Cured trimmings may be used whole or ground through the 1-in. plate. No seasoning is added. The transparent artificial casing adds much to eye appeal of this product and because it is generally printed with the packer's name and trade mark it is an important factor in building consumer good will and demand for a quality product.

After grinding, meat may be stuffed in manufactured casings or muslin bags. The product is cooked 3½ hours at 170 degs. F., or 4 hours at 160 degs. F. If stuffed in casings it is ready for sale as soon as fully chilled.

If stuffed in muslin bags, rinse off with warm water to remove sediment or grease from cooking. Then hang product at room temperature until bag is thoroughly dry. Use paraffine wax of 118-120 degs. melting point and bring the paraffine up to 175 degs. Dip the bagged product momentarily in the wax, holding it there during a count of "three." In some cases the product is dipped in the wax twice.

Handle very carefully after dipping, so as not to break paraffine coating on outside of bag. Hold in a cooler at 45 to 50 degs. until shipped. Manufacture of this product should be regulated closely according to volume sold, so that

it will always be strictly fresh. This is a fancy luncheon meat and should bring a relatively good price.

A spiced luncheon meat can be made with addition of mustard seed, pepper and mace to taste. Many processors have found it convenient to use ready-prepared seasonings, or specially-prepared seasonings, as manufactured by reputable firms, in making specialty products. Use of such seasoning also insures uniformity of flavor from batch to batch.

## New England Style Ham

This is a product somewhat similar to luncheon meat except that it is smoked. A good formula calls for:

85 lbs. dry cured extra lean pork trimmings

15 lbs. dry cured boneless bullmeat or boneless chuck

Pork trimmings should be at least 95 per cent lean. Pork and beef are ground separately through 1-in. plate before curing. After beef is cured it is run through ½-in. plate and then put in silent cutter and chopped for about 3 minutes, adding enough ice to keep the meat cool. Beef is then added to the pork trimmings and the two are mixed together for 3 minutes.

The product is stuffed in manufactured casings or in beef bungs cut 18 in. long, using all cap end bungs. It may also be stuffed in medium beef bladders.

## Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day per cwt.?

THE NATIONAL PROVISIONER's revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

The National Provisioner,  
407 So. Dearborn St., Chicago, Ill.  
Please send me ..... copies of the Short Form Hog Test for daily figuring.

Name .....

Street .. .

City .....

Single copies, 5c; 25 or more, 1c each;  
quantities, at cost.

Smoke at a temperature of 120 degs. for 1½ hours. The temperature is gradually raised to 130 degs. in the next hour, and to 140 degs. for the last hour. This makes a total smoking time of 3½ hours.

The product is then cooked from 2½ to 3½ hours, depending on size of container, at 160 degs. Shower with cold water for 5 minutes after cooking and then hang at room temperature for 2 to 3 hours to partially chill before putting the product in storage cooler.

## Boned Picnics and Shoulders

In some localities packers have found a ready sale for boned, cured and smoked picnics and shoulders. In some cases the picnic or shoulder is rolled and tied with string before curing and smoking. Others market the cut in a transparent cellulose casing. A Detroit packer who sells many boned shoulders divides them in two equal parts before stuffing in a printed transparent casing, to provide an economical cut for a small family.

## DRIED BEEF SHRINKAGE

Beef hams gain in cure but shrink in drying. An Eastern packer writes:

Editor THE NATIONAL PROVISIONER:

What are the shrinkages on dried beef: from green to cured weight; from green to cured to air-dried weight?

Average curing gain, depending upon the age of the meat and varied conditions under which it is treated from time to time, registers about 4.5 per cent gain on insides and outsides and 1.6 per cent on knuckles, on the basis of green weight.

Drying shrinks vary, depending upon the quality and average weight of the beef. However, a fair average shrink from cured weight, with normal allowance of moisture ranging from 2 to 4 per cent, depending upon whether the meat comes directly out of pickle or has been on the floor for some time, runs about as follows: 34 to 36 per cent on insides; 37 to 39 per cent on outsides, and 35 to 37 per cent on knuckles.

The finished product intended for slicing should have a slight additional shrink depending upon locality and the length of time it is held. The general practice seems to be to air dry the beef. No statistics are available on the smoked product.

*Are your questions answered here?*

## NEW "BOSS" CUTTER—Fig. 521



### IT'S A NATURAL

In a recent advertisement we stated that we had sold seven of our new type Fig. 521 "BOSS" Cutters and that it was no gamble that we would shortly "throw eleven" with a certainty of more to follow.

We have made our point and are happy to announce that we have now sold 22 of these Cut-

ters - fourteen of the No. 80, 350 to 400 lbs. size and eight of the No. 100, 700 to 800 lbs. size.

*It is only natural* for sausage makers to recognize the decided improvement and superiority of this machine over any heretofore offered.

Why not cash in on the economy of operation and better results obtained?

**You can rely on "BOSS" for BEST OF SATISFACTORY SERVICE**



**THE CINCINNATI BUTCHERS' SUPPLY CORPORATION**

824 Exchange Ave., U. S. Yards,  
Chicago, Illinois

**Mfr. "BOSS" Machines for Killing,  
Sausage Making, Rendering**

1872-2008 Central Ave.  
Cincinnati, Ohio

# Where MEAT DOLLAR Goes

## Analysis of U. S. Study on Meat Packing Industry

FOR every pound of meat that reaches the consumer's table the farmer has to raise about one and two-thirds pounds of live animal, said Thomas E. Wilson, chairman of the Committee to Confer with Livestock Producers of the Institute of American Meat Packers, and chairman of the board of Wilson & Co. in commenting upon some of the figures included in the most recent U. S. Census of Manufacturers report on the meat packing industry for the year 1935.



THOS. E. WILSON In that year, Mr. Wilson pointed out, the meat packers of the country purchased over 10 billion pounds of live cattle in order to get a meat yield of a little over 5 billion pounds of beef—or about 52 per cent. Similarly, they bought 1½ billion pounds of live calves to get 755 million pounds of veal—which was about a 61 per cent yield in meat; over 1½ billion pounds of live sheep and lambs to obtain 779 million pounds of lamb and mutton—where the yield in meat dropped to about 47½ per cent; and nearly 7 billion pounds of hogs to get 5 billion pounds of pork and lard—which showed the highest yield, about 72½ per cent.

### Meat Price Comparisons

"In figuring these yields," said Mr. Wilson, "the Census of Manufactures does not include the weight of hearts, livers and other edible organs. Hence the percentages quoted do not represent quite all the meat obtained from the animal, and should be slightly higher in each case. But the fact remains that a very large part of the live weight of the meat animal (ranging from about a fourth of the hog to half the sheep or lamb) is not salable as meat at all.

"In other words, in order actually to produce 100 pounds of meat, a farmer must raise from 130 to 200 pounds of animal; and even if neither the meat packer nor the retailer, in operating their businesses, incurred any other expense whatever than this purchase of live stock from the farmer, the price of a pound of meat at retail would have to be much higher than the price of a pound of live stock, merely to repay

them the money they had passed on to the farmer for his live stock."

Mr. Wilson also pointed out that in comparing meat prices and livestock prices most people make the mistake of using the price of steaks, chops, bacon or some other "more-demanded" cut for this comparison. The price of porterhouse steak, for example, can hardly represent fairly the price of beef, when the meat packer has to buy more than twenty pounds of steer to produce one pound of porterhouse, and when the retailer has to sell nearly twelve pounds of lower-priced beef for each pound of porterhouse.

### Splitting Consumer's Dollar

The farmer gets slightly more than half of the consumer's meat dollar, according to a recent fact-finding study at the University of Chicago for a ten-year period, said Mr. Wilson. Of this original dollar the retailer uses about 26c, the wholesaler approximately 5c, the processor about 15c, and the livestock transporting and marketing agencies about 4c. These amounts include the entire operating margin of each agency cited, which must cover all its costs of supplying the service rendered, plus its profit, if any.

Thus slightly more than 50c of the original dollar reaches the livestock farmer who, by growing the animals, contributed the first and one of the most important of the services involved in supplying Mrs. Consumer with fresh meat, no matter where she lives, or what

kind of meat or how much meat she wants, or when she wants it.

Fourteen cents of the meat buyer's dollar goes in wages to employees of the retail store, according to this study, and more than 6c to employees of the packing company which converts the animal into meat. The retailer spends 27c of the original dollar for his rent, and 5.7c for other store expense than wages and rent. The meat packer spends nearly 6c of it for supplies, power, ice and other operating expenses, almost 2c for interest and depreciation, and two-fifths of a cent for taxes. On each dollar of retail sales the packer finds he has averaged about half a cent of profit.

### MORE FISH COMPETITION

From 7 to 10 million lbs. of fish will be purchased by the Federal Surplus Commodities Corp. during May and distributed to the states for relief use. About \$1,000,000 will be available for fish purchases. Fish will be sent to Eastern and Midwestern states and every effort will be made to distribute the product so the industry may benefit not only from removal of part of its surplus, but also from a possible increase in use of fish in areas where consumption is now relatively low. The fishing industry is faced by a serious surplus situation, cold storage holdings on March 15 totaling 51,645,000 lbs. against a 5-year average of 29,274,000 lbs.

# ATTENTION

**HALLMARK  
KREEMKO  
SAUSAGE FLOUR**

**INCREASE  
your yield  
and profits  
with this**

**BETTER SAUSAGE FLOUR**

Join with the many — who have found that Hallmark Kreemko sausage flour **does** make better sausages — and actually does increase yield, sales and profits.

Try HALLMARK KREEMKO today.

Mfd. by ALLIED MILLS, INC. for

**STEIN, HALL MFG. CO.**  
2843 S. Ashland Ave., Chicago

**STEIN, HALL & CO.**  
287 Madison Ave., New York

Sales offices in all Principal Cities

FOR  
BETTER MEAT PRODUCTS-

*Better Brine*

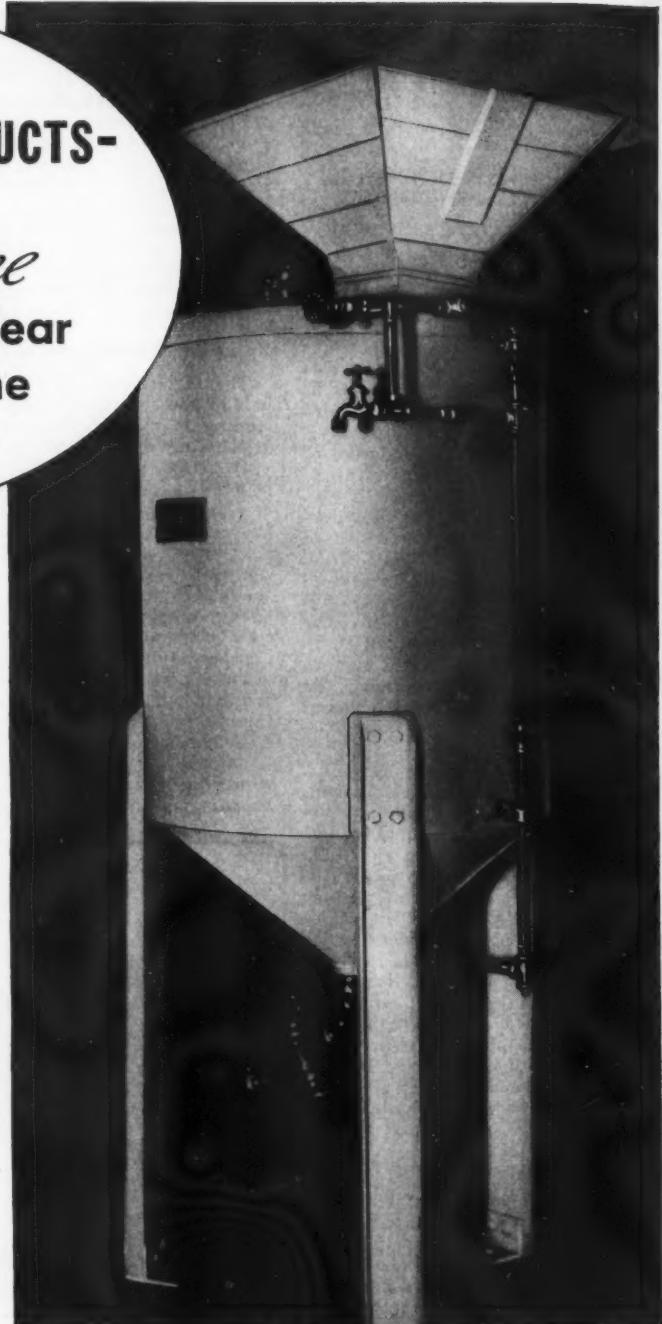
...and this crystal clear  
and better brine  
**COSTS LESS**

NO MATTER how carefully your pickling brine is mixed, it can be no better than the salt brine which is its base. Lixate brine is pure, crystal clear, fully saturated, and is always uniform. It is a better brine—and costs less in four important ways.

The Lixate Process for Making Brine was developed by the International Salt Research Laboratory. It combines the two processes of dissolution and filtration into one continuous operation by gravity flow and without agitation. It is entirely automatic once the rock salt is placed in the hopper above the Lixator. Economical grades of rock salt feed automatically as needed; brine production is continuous; the fully saturated brine flows to a storage tank of required capacity, and when a full supply is on hand, operation automatically stops.

Savings of three kinds are obvious. You save in the cost of handling salt, save all the costs of mixing brine, manually or mechanically, and save costs of handling brine. There is a fourth and very important saving. You save salt—packers report a saving as high as 20% in amount of salt required.

International Salt Research Laboratory helps all International customers produce better merchandise, or produce it at lower cost. You will be under no obligation if you ask for a Lixate Engineer to call, and estimate what savings the Lixate Process can make in your plant. Write for a copy of the Lixate book—and a representative will call.



\* The Lixate installation illustrated is in the plant of the Geiger Robinson Canning Co., Inc., Fernandina, Fla., where the Lixate Process is used in processing shrimp.

**INTERNATIONAL SALT COMPANY, INC.**

GENERAL OFFICES—SCRANTON, PA., and NEW YORK CITY

\*

SALES OFFICES: Buffalo, N. Y. • Philadelphia, Pa. • Boston, Mass. • Baltimore, Md. • Pittsburgh, Pa. • Newark, N. J.  
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Watkins Glen, N. Y. • Ludlowville, N. Y. • Avery Island, La. • MINES: Rosedale, N. Y. • Detroit, Mich. • Avery Island, La.

\*

# A Page for PURCHASING Departments

## SMALL CAPACITY COOKER

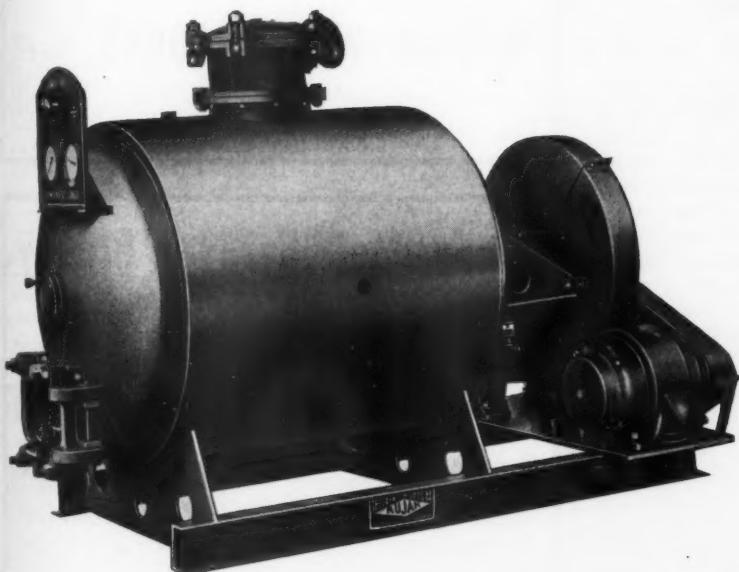
A small rendering cooker, suitable for all purposes to which a large machine is put—rendering lard and inedible offal, drying blood and tankage, etc.—is the latest addition to the equipment line of the John J. Dupp Co., Cincinnati, O. It is known as the Baby Rujak cooker.

This machine is said to fit efficiently into operating routine in either the large or small meat packing plant. In the larger plant it can be used for small batches left over after larger melters have been charged. Under such circumstances it would save time and avoid the expense of operating a large melter only partially filled. Where rendering operations are under close scientific con-

tin accordance with A.S.M.E. code requirements for 90 lbs. working pressure. Boiler plate saddles are also fusion-welded to the shell and the heavy ship channels on which the shell and drive are carried.

Agitator shaft is driven by an electric motor through a silent chain and roller chain. Motor is slow speed, splash proof and is mounted on a steel base plate provided with adjusting screws to compensate for wear or stretch in silent chain.

Details of design and construction are explained in a 4-page folder—section 3, catalog 100—recently issued by the company. Folder is illustrated from charted photographs which refer to all mechanical features of the machine. Paragraphs



FOR LARGE AND SMALL PLANTS

Melter with a capacity of 2,000 lbs. It may be used as the main rendering unit in the small packinghouse, and for test runs and small batches in the large plant.

trol and operating practices are checked frequently, this small melter could be used for tests. In the small meat plant the machine seems to offer opportunity to save material otherwise wasted, and to improve yield and quality of products now made in older types of equipment.

This melter, which has a capacity of 2,000 lbs., has been carefully designed and is constructed with the same high grade materials and high quality of workmanship which enter into larger machines made by this company. Heads and shells are fusion welded throughout,

numbered to correspond with the various parts of the melter describe each feature.

## CORK IN SOUTHEAST

Cork Import Corporation has appointed Armor Insulating Co., Atlanta, Ga., with branches at Birmingham, Ala., and Jacksonville, Fla., as exclusive distributors in its territory. These branches will both sell and install Novoid cork insulation in the areas they cover.

## MEAT PLANT FLOORS

Packers and sausage manufacturers faced with the problem of floor repairs and replacement will be interested in a new 4-page folder being distributed by the Flexrock Co., Philadelphia, Pa., describing a new floor material and giving instructions for installing it. This flooring, known as Rockflux, is described



as a combination of lava rock, quartz and a cement to create perfect homogeneity. Installed in a meat packing or sausage manufacturing plant, it is said to be impervious to penetration of oils, greases, fats and other animal and vegetable matter and to furnish complete protection against shock, abrasion and acids.

## PRESSED STEEL TANK ELECTS

H. O. Brumder was re-elected president of Pressed Steel Tank Company, Milwaukee, during the company's recent annual meeting. Vice-president R. P. Diekelman was re-elected and also made treasurer of the company. He will take over the duties of the late F. T. Boundy, who had been treasurer of the company for 35 years. Herman Merker was re-elected vice-president and George G. Brumder was elected secretary of the company. President Brumder reported a very satisfactory year, all departments having shown increased activity. The company manufactures metal containers for gases, liquids and solids under the trade name "Hackney."

## LINK BELT DIRECTORS

Newly-elected directors of Link-Belt Company are Bernard E. Sunny, Chicago, and James S. Watson, Indianapolis, succeeding Arthur L. Livermore, deceased, and Austin L. Adams, resigned. Re-elected directors are Staunton B. Peck, Chestnut Hill, Pa., and Harris Whittemore, Jr., Naugatuck, Conn. Mr. Sunny is a director of many companies, among which are General Electric Co., Illinois Bell Telephone Co., Public Service Co. of Northern Illinois, Wilson & Company, Chicago Surface Lines, and 1st National Bank, Chicago.

# FOOD on the march



## No. 1 THE SHOULDER CARRY

• Primitive man lived only where food was all about him. He killed when he was hungry. If his food spoiled too badly he ate it stoically as it was, or abandoned it for a fresh kill. If unsuccessful in the hunt he starved. • Thus, tribes roved here and there where food was most plentiful. Where no food existed there were no people. • Today people everywhere give no concern to the source of food. From all parts of the country food is constantly on the march to other parts where need is greater. Perishables are moved in blistering sun or freezing cold in perfect refrigerated condition. • Dry-Zero Insulation has helped make this security possible. On every highway, on every city street, trucks insulated with Dry-Zero Insulation move meats, dairy products, bakery goods . . . all kinds of perishables, in perfect condition. • Dry-Zero Insulation is preferred by most truck body builders and fleet operators because of its high efficiency, light weight, permanence and its resistance to moisture and deterioration in use. • Tell us about your insulation problem. Our engineers will co-operate without obligation.

### DRY-ZERO CORPORATION

222 North Bank Drive, Chicago • 887 Broadview Ave., Toronto

### DRY-ZERO INSULATION

*The Most Efficient  
Commercial Insulant Known*



*Designed  
By EXPERTS—QUALITY BUILT*



Air-conditioned and refrigerated your motor trucks with THEURER ICEFIN Refrigerating Units. Easily installed in both old and new bodies. A better unit than costs less to use.

In our 50th year of pioneering the development of commercial bodies —long, continuous effort in truck body design and construction has resulted in the present-day leadership of THEURER Bodies and THEURER ICEFIN Refrigerating Units. THEURER users are enthusiastic boosters! Get the details!

**THEURER WAGON WORKS, Inc.**  
COMMERCIAL BODIES

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FORMERLY WITH MENGES-MANGE

# REFRIGERATION \*

## and Air Conditioning

### MOISTURE IN TRUCK BODIES

(Continued from page 19.)

into floor. This leaves insulation in roof and walls dry, even though inside of floor section may become wet.

### Effect of Capillary Attraction

Moisture-absorbing characteristics of insulation affect its efficiency in another way. During certain times of the year, when weather conditions are ideal, even moisture-absorbing insulation in walls and roof may have an opportunity to dry out. But moisture-absorbing insulation cannot take advantage of these drying-out periods if there is water in the floor. This is because insulation in walls will soak up water from the floor, just as does a blotter when one end is placed in a glass of water.

This is called capillary attraction, and can be demonstrated by placing in a dish of water the lower ends of two clean glass surfaces that are close together. The water will rise to a considerable height between the glass surfaces. This is because molecules of water are more attracted by molecules of glass than they are by other molecules of water, causing the water to climb for a considerable height along the glass. This always happens when glass or other ordinary surfaces or fibres are in close proximity.

With an insulating material that is non-hygrosopic, or water repellent, this capillary action does not take place. Water is not soaked up and the insula-

tion remains dry, retaining all its heat-stopping efficiency.

### Use of Liner Vents

In low-temperature bodies another simple provision is vital. This is the venting of the inside liner. If the liner is not vented the moisture entering will condense and freeze upon it, building up ice columns which penetrate back through the insulation toward the outer shell. This is particularly serious if temperature of inner liner is below freezing. When the ice crystals melt—as they will when body is out of service for a short time—resulting water will be in the insulation, where it can do further damage.

If inside liner is vented, however, and insulation is non-hygrosopic, moisture will pass on through and condense upon the cooling mechanism. The vents should be small holes starting about 12 in. above the floor. Vents near the refrigerating element are the most important. Vents are also important in refrigerated bodies that do not carry below-freezing temperatures.

### New Draining Device

When a good moisture seal, a non-hygrosopic insulating material and a properly vented liner are used, then the body builder has done everything within his power to make the refrigerated body permanently efficient and inexpensive to operate. Of course, it is still possible that a certain amount of moisture may collect in the floor.

To overcome this handicap a device is now being developed which will permit water collected in the floor to be drained off automatically without permitting moisture from the outside to enter. When this device is ready for application, the body builder should be able to create a refrigerated body entirely free from all danger of damage by moisture.

### SUMMER MEAT DELIVERIES

Five refrigerated trucks are used by Kroger Grocery and Baking Co. to deliver meat and perishables to its stores in the Cincinnati area. Last summer these units made an excellent temperature maintenance record. During the hot weather in August and September all units were able to maintain inside temperatures between 35 and 38 degs. F., despite numerous stops.

Each of the five bodies is equipped with two Kold-Hold high temperature units mounted with baffle plates. These units are connected to a central plant ammonia system for a 4-hour period each night. Bodies, built by Bode-Finn, Inc., Cincinnati, are equipped with 3 in. Dry-Zero insulation and  $\frac{1}{2}$  in. insulation board in roof,  $2\frac{1}{2}$  in. Dry-Zero insulation and 1 in. of balsa wood in sides and ends and 3 in. of balsa wood in floor. Floors are of 12-gauge steel, interior being finished with 18-gauge metal. Exterior is finished with 20-gauge Corten steel. Each body, equipped with one side door and double rear



### KEEPING MEATS IN CONDITION DURING HOT WEATHER DELIVERIES

Five Kroger trucks in foreground made an excellent record during the hot weather of last summer. Inside body temperature was maintained at 35 to 38 degs. despite frequent opening of doors. Bodies are insulated with Dry-Zero and balsa wood and have one side door and two rear doors.

**MASTERCRAFT**

*designed to serve*

MEAT PACKERS • PROVISIONERS • BAKERS • DAIRIES

**LUCE MANUFACTURING CO.**  
LANSING, MICHIGAN

*for Safe and Fast Food Transportation*

doors, is 156 in. long inside, 78 in. high and 78 in. wide. All are equipped with chrome plated hinges and hardware.

#### REFRIGERATION NOTES

Southern California Meat Co., Los Angeles, Calif., has just increased its cooler capacity by three new coolers.

Owensboro Ice & Cold Storage Co., Owensboro, Ky., has merged its business with that of the Smith-Hagar Co. of the same city.

Frosted Foods Sales Corp. is installing a \$100,000 freezing plant at Jacksonville, Fla.

Dr. Y. C. Quail plans to erect cold storage plant at Miami, Fla.

Madison Ice Cream Co., Edgewood, Ia., is installing a refrigerated locker plant with 125 units.

Suring Cooperative Association, Suring, Wis., plans to build 200-locker cold storage plant.

Southland Ice Co., Taylor, Tex., is remodeling its plant for installation of cold storage lockers.

#### WINDFALL TAX AMENDMENT

The baking industry is supporting a bill (HR 6487) in congress which would amend the "windfall" tax to permit flour millers, jobbers and other processors to refund returned processing taxes to all bakers—whether or not they had written contracts calling for the return of such taxes. The bill would alter the revenue act of 1936 so that processors would have until December 31, 1937, to make refunds to their customers.

Processors would obtain "windfall" tax credit for such refunds, regardless of whether or not they had written or oral contracts with retailers, bakers, etc. The packing industry did not contract with retailers or other meat handlers to pass on the processing taxes refunded when the AAA was invalidated. Packers have held from the first that their customers bought meat—not taxes.

#### ARMOUR REFINANCING PLANS

Plans to retire \$54,162,800 in 7 per cent preferred stock of Armour and Company of Delaware will be submitted to stockholders of the parent Armour and Company of Illinois at a special meeting on June 7, according to announcement by president R. H. Cabell. It was estimated that earnings available for debt retirement and dividends would be increased approximately \$1,000,000 per year through retirement of the Delaware preferred.

Under the proposal not more than \$75,000,000 of new and additional funded debt, all or in part convertible, would be created. Proceeds would be applied to retirement of the Delaware stock and payment of \$20,000,000 in 5-year bank loans incurred in retirement of Armour of Illinois first mortgage real estate 4½s of 1939. Shareholders are being asked to vote an increase in authorized common stock from present 7,678,504 shares to 15,000,000 shares and commensurate increases in aggregate number of authorized shares of all classes of stock.

"Owing to the condition of the money and security markets," said president Cabell in his letter to stockholders. "types of securities to be issued, interest rates thereon, conversion privileges of any debentures convertible into common shares, time of issue, and maturity and other provisions have not been and should not be decided at this time."

#### FINANCIAL NOTES

United Stockyards Corp. has made public offering of a new issue of \$1,700,000 in 15-year series A 4½ per cent bonds, with non-detachable stock purchase warrants, in conjunction with 130,000 shares of no par convertible preferred stock. United Stockyards Corp. was organized in 1936 to acquire securities of stockyards companies and proceeds of the current offering will be used to obtain minority interests of General Stockyards Corp. in four operating stockyards.

Loblaw Stores, Inc., has declared an extra dividend of 12½ cents on common

stock and quarterly dividends of 25 cents on A and B stock, all payable June 1, to shareholders of record on May 10.

National Tea Co. reports consolidated net income of \$109,829 for the first quarter of 1937. This is equivalent to 14 cents a share on common stock and compares with net loss of \$22,632 during the like 1936 period.

#### PACKER AND FOOD STOCKS

Price ranges of listed stock, May 5, 1937, or nearest previous date:

	Sales.	High.	Low.	CLOSE.
	Week Ended.	May 5.	May 5.	May Apr.
Amal. Leather..	5,200	6½	6½	5½
Do. Pfd. ....	600	40	40	38
Amer. H. & L. ....	9,500	8½	8½	7½
Do. Pfd. ....	1,800	42	42	39½
Amer. Stores....	1,800	22	22	22
Armour Ill. ....	32,800	11½	11½	10%
Do. Pr. Pfd. ....	600	92½	92½	93
Do. Pfd. ....	.....	.....	.....	100%
Do. Del. Pfd. ....	600	110	110	110
Beechnut Pack. ....	300	109	109	109
Bohack, H. C. ....	125	7	7	7½
Do. Pfd. ....	50	42½	42½	42½
Chalk. Co. Oil. ....	500	16½	16½	18½
Childs Co. ....	1,300	12½	12½	12½
Cudahy Pack. ....	300	38½	38½	39½
First Nat. Strs. ....	1,000	45	45	48
Gen. Foods. ....	9,300	40½	40	40½
Gobel Co. ....	2,500	4%	4%	5½
Gr. A & P. ....	.....	.....	.....	.....
1st Pfd. ....	200	122½	122½	123½
Do. New. ....	220	101½	100½	105½
Hormel, G. A. ....	300	21	21	20½
Hygrade Food. ....	1,800	4	4	4
Kroger G. & B. ....	4,200	22½	22½	22½
Libby McNeill. ....	3,150	18	18	18
Mintelletta Co. ....	100	3½	3½	3½
M. & H. Pfd. ....	280	5	5	5
Morrill & Co. ....	100	40½	40½	41
Nat. Leather. ....	1	1	1	1
Nat. Tea. ....	1,000	9½	9½	9½
Proc. & Gamb. ....	4,900	62½	62½	59½
Do. Pr. Pfd. ....	10	115	115	115
Rath Pack. ....	250	22	22	22
Safeway Strs. ....	2,700	38	37½	37½
Do. 5% Pfd. ....	120	102½	102½	100
Do. 6% Pfd. ....	60	106½	106½	107
Do. 7% Pfd. ....	250	111	111	110½
Stahl Meyer. ....	6,350	24%	24½	24%
Do. Int'l. ....	5,150	32	31½	31
Travis Pork. ....	.....	.....	.....	8½
U. S. Leather. ....	4,500	10½	10	10½
Do. A. ....	170	17	17	15½
Do. Pr. Pfd. ....	500	111	111	108½
Wesson Oil. ....	2,800	50½	49½	50
Do. Pfd. ....	400	82½	81½	81½
Wilson & Co. ....	18,300	9%	9%	9%
Do. Pfd. ....	400	84%	84%	83½

#### HOG CUTTING TEMPERATURES

What are proper temperatures for cutting hogs? See "PORK PACKING," The National Provisioner's pork plant book.

***Buy Satisfaction***

**Every Installation of  
KOLD-HOLD  
TRADE MARK  
TRUCK REFRIGERATION**

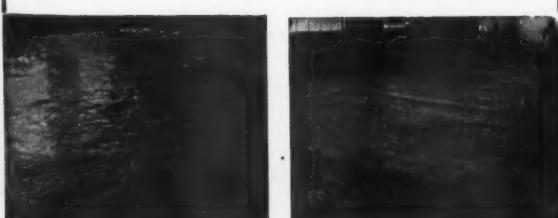
**is thoroughly engineered  
and GUARANTEED to  
give 100% SATISFACTORY  
PERFORMANCE**

**It's much cheaper to buy Kold-Hold than to do without it.**

For free recommendation, write for data sheet  
and name of nearest Kold-Hold body builder.  
Kold-Hold is fully protected by U. S. and  
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KOLD-HOLD MFG. CO. • LANSING, MICH.

# **BROKEN CEMENT FLOORS REPAIRED OVERNIGHT**



Clev-O-Cement is an entirely new kind of floor patching and surfacing material that can be successfully used where all other materials have failed. Clev-O-Cement can be used on a wet surface or under freezing temperatures. It's waterproof, acid resisting and dries hard as flint overnight for heavy service the next day. Harder in 24 hours than ordinary cement in 28 days. Bonds perfectly. Guaranteed. Manufactured only in dry powder form. Mix with water and apply yourself. Economical. Used in many leading laundries. Write for FREE illustrated bulletin.

**THE MIDLAND PAINT & VARNISH CO.**  
1324 Marquette Ave. Cleveland, Ohio



**"Sure I can help you  
SAVE MONEY in your  
FLEET OPERATION  
*I'll be right over...ready to go to work!"***

**M**AYBE he read an ad, maybe another fleet super told him—*somewhat* the man at the upper left has learned about Standard Oil Service to fleets—has heard that it's saving others an average of 18 per cent on their previous operating costs! Naturally, he wants to find out if a Standard Automotive Engineer can turn up similar savings for him.

The engineer in his local Standard Oil Office is *sure* he can—he's been so consistently successful for others, for years.

Every fleet superintendent knows the value of thorough, competent, regular check-up. Most of them know that Standard Oil's *proved service is free*. The smart thing about the super in this picture is that he's doing something about it!



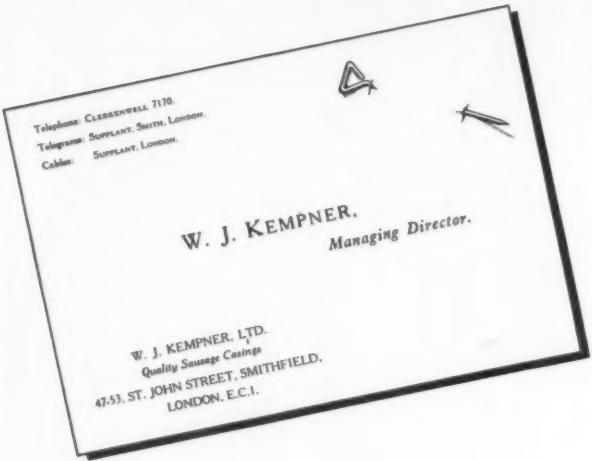
## STANDARD OIL COMPANY (Indiana)

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#### AUTOMOTIVE ENGINEERING SERVICE

**Reduces Cost-per-mile.**

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and will be glad to hear from  
his old friends and from those  
producers of quality hog cas-  
ings who desire a continuous  
outlet for their product in  
England and the Continent.*

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CARE OF  
**ELBERT & COMPANY**  
Produce Exchange, New York, N.Y.

# PROVISIONS AND LARD ★

## WEEKLY MARKET REVIEW

HERE was a steady undertone in the futures market for lard and hog products this week with prices backing and filling over a modest range. Prices had difficulty in holding the swells at times but support appeared on the setbacks. From a high of 181,050,000 lbs. the open interest in lard at Chicago has dropped to 145,350,000 lbs., indicating liquidation of nearly 37,000,000 lbs.

The ability of the market to absorb this recent liquidation without adverse effect has created an impression that the technical position has been materially improved. Lard is felt to be in more debatable ground, particularly since the hog run has shown some diminution.

Futures ran into packer and warehousemen's hedge selling on the swells. On the breaks, however, there was buying by commission houses which was credited in part to professionals. Lard was influenced by the movement in grains, which as far as lard was concerned, was mostly upward. Corn made new season's highs and created further disparity in the corn-hog ratio.

With a better outlook for some letup in lard production, and a lighter spring pig crop, the lard market was receiving a little more attention. Packing interests were inclined to point out how rapidly lard stocks would dwindle with any improvement in demand and any further decrease in hog marketings. Some packers were pointing out that a fair amount of lard was clearing for export each week. American lard is moving from the port of Montreal, since navigation is now open.

### Pig Crop Estimate

The spring pig crop was estimated by a private crop expert at 35,120,000 head or 7.3 per cent below the government revised figure of 41,884,000 head for 1936.

The cotton oil market has recently displayed a firmer tone. However, shortening was again reduced this week to 12½c in car lots, New York. This did not appear to have disturbed lard demand. The market did not pay much attention to the prospect of larger cotton acreage or unfavorable weather in the Central and Eastern cotton belts.

Receipts of hogs at Western packing points last week totaled 247,710 head compared with 302,900 head the previous week, and 272,600 head the same week last year. Average price of hogs at Chicago at the outset of the week was 10.15c compared with 10.05c the previous week, 10.15c a year ago, 8.85c two years ago, and 3.70c three years ago. Top price of hogs at Chicago at mid-week was 10.40c compared with 10.35c the previous week.

The average weight of hogs received at Chicago last week was 238 lbs. compared with 237 lbs. the previous week, 250 lbs. a year ago, and 244 lbs. two years ago.

Stocks of lard at Chicago increased 6,295,000 lbs. to 124,181,000 lbs. during April. This compared with 24,230,000 lbs. at the same time last year. The stock statement failed to influence the market, apparently having been discounted in advance.

**PORK.**—Demand was fair at New York but the market was barely steady. Mess was quoted at \$26.25 per barrel; family, \$30.25 per barrel, and fat backs, \$24.00@\$27.00 per barrel.

**LARD.**—Demand was fair and the market rather steady at New York. Prime western was quoted at 11.80@11.90c; middle western, 11.70@11.80c; New York city in tierces, 11½c, in tubs, 12c; refined continent, 12¼c; South America, 12¾c; Brazil kegs, 12½c, and compound in car lots, 12¾c, and smaller lots, 13c.

At Chicago, regular lard in round lots was quoted at 2½c under May; loose lard, 60c under May, and leaf lard, 65½c under May.

(See page 40 for later markets.)

**BEEF.**—Demand was fair and the market steady at New York. Family was quoted at \$20.00@\$21.00 per barrel.

### LARD AND GREASE EXPORTS

Exports of lard from New York City, week of May 1, 1937, totaled 339,215 lbs.; greases 246,800 lbs.; stearine none; tallow none.

### CURED PORK IMPORTS

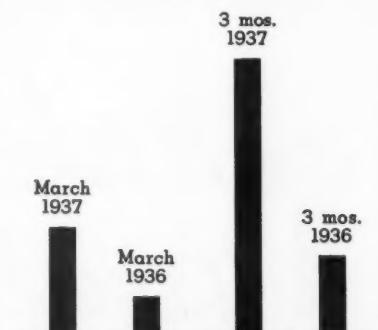


Chart shows that March, 1937, imports of cured meats exceeded imports during the first quarter of 1936, which itself was a period of abnormally large imports. Cured pork imports totaled 13,056,000 lbs. during the first three months of 1937, compared to 3,972,000 lbs. in the first quarter of 1936.

### PORK AND LARD STOCKS

Increases were shown in stocks of pork meats and lard on hand at the seven principal markets of the country on May 1 over those of April 1. Stocks at these points are well above those of a year earlier. Both pickled and dry salt meats showed some increase during May, pickled picnics being the only major cut of which stocks showed a decline.

While hog receipts at the principal markets were considerably higher in April than in the same month a year ago, average weight of hogs at these points was lighter in all cases, and at some points materially lighter. April cattle marketings showed a decrease. Should this continue, smaller beef volume should be reflected in demand for pork meats.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on April 30, 1937, with comparisons, as especially compiled by THE NATIONAL PROVISIONER:

	Apr. 30, '37.	Mar. 31, '37.	Apr. 30, '36.
Total S. P. meats	174,634,813	168,429,846	105,496,756
Total D. S. meats	88,267,398	35,195,430	32,815,003
Other cut meats	21,097,735	21,872,818	10,264,542
Total all meats	233,999,946	225,408,094	148,576,301
P. S. lard	137,272,585	127,047,991	35,811,919
Other lard	10,277,535	21,521,233	10,263,294
Total lard	156,550,120	149,169,226	46,075,213
S. P. regular hams	34,830,886	33,206,160	23,735,253
S. P. skinned hams	65,778,311	60,653,471	35,351,245
S. P. bellies	52,352,057	50,785,909	37,076,531
S. P. picnics	21,587,559	23,701,216	9,206,527
D. S. bellies	25,850,407	23,590,937	21,547,729
D. S. fat backs	11,453,530	10,786,075	10,592,234

### CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of April 30, 1937, as follows:

	Apr. 30, 1937.	Mar. 31, 1937.	Apr. 30, 1936.
Pork, bbls.	25,439	24,767	22,361
P. S. lard, lbs.	118,908,755	112,269,456	29,057,641
Other kinds of lard, lbs.	5,273,371	5,617,271	5,173,141
D. S. Cl. Bellies <sup>1</sup>	13,135,664	11,304,899	9,106,806
D. S. Cl. Bellies <sup>2</sup>	.....	3,000	.....
D. S. Rib Bellies <sup>1</sup>	940,467	779,715	1,296,336
Ex. Sh. Cl. Sides <sup>1</sup>	3,200	3,700	2,900
D. S. Sh. fat backs, lbs.	4,799,367	4,728,765	3,885,084
D. S. Shldrs., lbs.	61,171	62,718	160,000
S. P. hams, lbs.	17,068,858	16,436,837	11,269,425
S. P. Sknd. hams, lbs.	30,647,777	28,888,970	15,147,255
S. P. bellies, lbs.	26,432,818	26,194,272	18,253,792
S. P. picnics	{ 11,504,163	12,363,140	4,677,928
S. P. Boston Shldrs., lbs.	.....	.....	.....
S. P. Shldrs., lbs.	13,000	.....	22,000
Other cut meats, lbs.	13,301,798	13,780,943	5,523,277
Total meats, lbs.	117,908,283	114,555,959	69,434,803

<sup>1</sup>Made since Oct. 1, 1936.

<sup>2</sup>Made previous to Oct. 1, 1936.

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- You can establish and protect a good reputation for quality by using dry skim milk in all your ground meat products—but be sure you insist on quality in dry skim milk.
- No good customer wants the common wiener when she can get a high quality product. No wise manufacturer will risk his reputation on anything short of that high standard when he can so easily insure the best.

*For further information write the*

**AMERICAN DRY MILK INSTITUTE, Inc., Desk 103, 221 N. La Salle St., Chicago**

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# Worcester Salt *It takes the Best to make the Best*

## Hog Cut-Out Results

SLIGHTLY higher values for both hogs and product prevailed this week, green meat cuts from heavier hogs showing to slightly less advantage than a week ago. Top for the week of \$10.40 was paid for medium weight butchers, weight averages under 300 lbs. being in most demand. In the late session bulls of 200 to 300 lb. good hogs moved within a price range of \$10.15 to \$10.35.

Runs at the seven principal markets were slightly larger for the four-day period than last week but considerably smaller than receipts in the like period of 1936. This is the second week of considerably lighter hog runs which may point to a beginning of lighter receipts or may indicate that farmers have turned their attention to farm duties and have held off marketing for the time being. At the same time cattle receipts have been tapering off considerably when compared with those of a year ago. This should result in a better situation for hog products although price levels must be kept within the ability of those employed to buy. There are still large numbers of persons on relief and public projects where rates of pay are only nominal and where wage increases do not apply.

When hog runs decline competition for hogs forces prices up but ability of the buying side to absorb even limited quantities of pork meats at higher

price levels can not be lost sight of. Stocks of meat in storage appear to be showing some increase as indicated by cured meats on hand at the seven principal markets on May 1. For the time being these are ample to supplement desirably smaller hog receipts.

The test on this page is worked out on the basis of Chicago costs and credits, yields used being those of good butchers of the weights shown.

## HUNGARY'S MEAT TRADE

Hungary's livestock and meat industry is being steadily expanded through increasing sales of tinned meat products in world markets, according to a recent statement by A. Csato, Hungarian foreign trade representative for the United States. He said that Hungary's hog products in particular had met with a favorable reception in world markets, as for instance, bacon and lard in England, tinned ham in the United States, England and British Colonies.

"Tinned ham," said Mr. Csato, "is now being produced by the so-called Beisser process, and is meeting with increasing demand throughout the world. A special type of salami, designed to please foreign customers because it is less spicy than Hungarian salami, is likewise much in demand. A number of other meat products, including the Hungarian gulyas, are being produced and exported."

## LIVE HOG IMPORTS

Imports of live hogs into the United States are reported by the U. S. Bureau of Agricultural Economics as follows for March, 1937, with comparisons:

	Number. <sup>1</sup>
March, 1937.....	6,322
Feb., 1937.....	7,002
March, 1936.....	7,832
3 mos. 1937.....	26,225
3 mos. 1936.....	15,437

<sup>1</sup>Based on average weight of 200 lbs.

## LIVE CATTLE IMPORTS

Imports of live cattle into the United States during March, 1937, were much larger than those of the same month a year ago, as reported by the U. S. Department of Agriculture:

	Mar. 1937	Mar. 1936	3 mos. 1937
Cattle			
700 lbs. or over:			
Canada .....	14,684	14,804	51,168
Mexico .....	4,352	5,855	14,154
175 to 700 lbs.:			
Canada .....	554	905	2,040
Mexico .....	22,065	27,195	56,480
Under 175 lbs.:			
Canada .....	7,064	2,135	17,754
Mexico .....	136	33	244
From other countries.	104	89	196
Total .....	48,979	51,016	142,096

Watch the "Classified" page for good, experienced men.

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams .....	14.00	\$ 2.44	13.70	17.1	\$ 2.34	13.40	17.0	\$ 2.28
Picnics .....	5.70	.74	5.40	12.6	.68	5.10	12.3	.63
Boston butts .....	4.00	.72	4.00	18.0	.72	4.00	18.0	.72
Loins (blade in) .....	9.80	22.3	9.50	20.8	1.98	9.00	19.5	1.76
Bellies, S. P. ....	11.00	17.9	9.70	17.4	1.69	3.10	17.3	.54
Bellies, D. S. ....	....	....	2.00	14.8	.30	9.40	14.8	1.39
Fat backs .....	1.00	.09	3.00	10.1	.30	5.00	12.0	.60
Plates and jowls .....	2.50	.25	2.50	9.8	.25	3.00	9.8	.29
Raw leaf .....	2.10	.22	2.20	10.4	.23	2.10	10.4	.22
P. S. lard, rend, wt. ....	11.80	10.8	12.7	11.60	10.8	1.25	10.70	10.8
Spareribs .....	1.60	11.5	.18	1.60	11.5	.18	1.50	11.5
Trimmings .....	3.00	11.4	.34	2.80	11.4	.32	2.70	11.4
Feet, tails, neckbones .....	2.00	....	.08	2.00	....	.08	2.00	....
Offal and misc. ....	....	.41	....	....	.41	....	....	.41
TOTAL YIELD AND VALUE .....	68.50	\$10.90	70.00	\$10.73	71.00	....	\$10.56	....
Cost of hogs per cwt. ....	\$10.22	....	....	\$10.27	....	....	\$10.25	....
Condemnation loss .....	.05	....	....	.05	....	....	.05	....
Handling & overhead .....	.66	....	....	.59	....	....	.55	....
TOTAL COST PER CWT ALIVE .....	\$10.93	....	....	\$10.91	....	....	\$10.85	....
TOTAL VALUE .....	10.90	....	....	10.73	....	....	10.56	....
Loss per cwt. ....	.03	....	....	.18	....	....	.29	....
Loss per hog. ....	.06	....	....	.43	....	....	.81	....

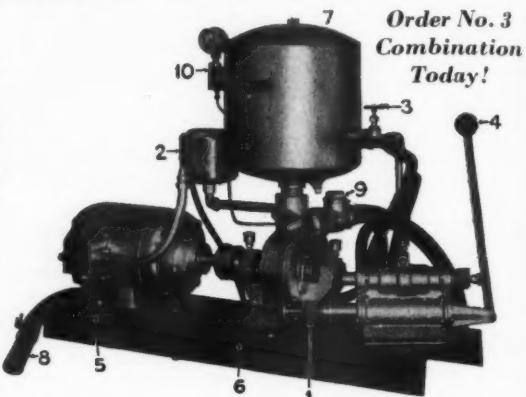
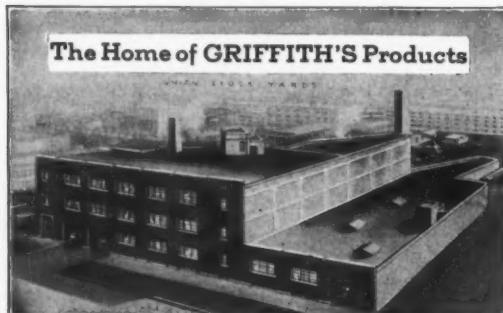
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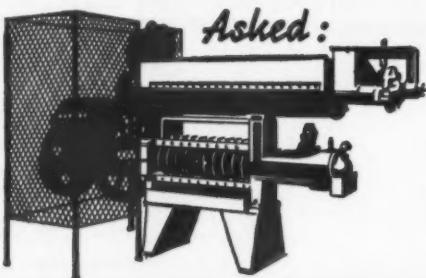
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**THE V. D. ANDERSON CO.**  
1946 WEST 96TH STREET CLEVELAND, OHIO

**BY-PRODUCTS MARKETS**

Chicago, May 6, 1937.

Blood.

Blood market very quiet with quotations nominal.

Unit  
Ammonia.  
Unground ..... \$3.75 @ \$3.80n

Digester Feed Tankage Materials.

Market continues quiet with sellers ideas around \$3.90 @ \$4.00 on 10 to 12 ammonia. Buyers ideas around quoted prices.

Unground, 10 to 12% ammonia ..... \$3.75 @ \$3.85 & 10c  
Unground, 8 to 10%, choice quality 4.00 @ \$4.25 & 10c  
Liquid stick ..... @2.60

Packinghouse Feeds.

Market quiet. Only limited quantities moving.

Carlots,  
Per ton.  
Digester tankage meat meal, 60% ..... @55.00  
Meat and bone scraps, 50% ..... @52.50  
Raw bone meal for feeding ..... @45.00

Bone Meals (Fertilizer Grades).

Bone meal market unchanged and firm. Prices quoted below are f.o.b. production point.

Per ton.  
Steam, ground, 3 @ 50 ..... @24.00  
Steam, ground, 2 & 27 ..... @23.50

Gelatin and Glue Stocks.

Market firm at quoted prices, Chicago basis.

	Per ton.
Calf trimmings	@45.00
Pickled sheep trimmings	@40.00
Sneews, pizzles	@35.00
Cattle jaws, skulls and knuckles	@35.00
Hide trimmings	@32.00
Pig skin scraps and trim, per lb., l.c.l.	5 @ 5¢c

Fertilizer Materials.

Market quiet and nominal.

High grd. tankage, ground, 10 @ 11% am. ..... @ 8.75 & 10c  
Bone tankage, ungrd., low gr., per ton ..... @22.50  
Hoof meal ..... @ 3.60

Dry Rendered Tankage.

Crackling market dull. Some movement, average grade material at lower end of price range.

Hard pressed and expeller unground per unit protein ..... \$7.75 @ .80  
Soft prsd., pork, ac. grease & quality, ton ..... @55.00  
Soft prsd. beef, ac. grease & quality, ton ..... @50.00

Horns, Bones and Hoofs.

Bone market firm with continuing good demand for house run hoofs and horns.

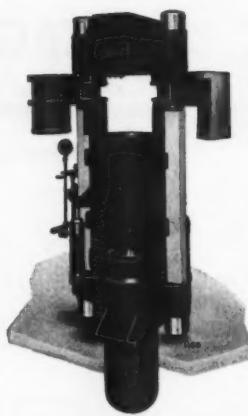
Per ton.  
Horns, according to grade ..... \$45.00 @ \$75.00  
Cattle hoofs ..... @50.00  
Junk bones ..... 25.00 @ \$27.50  
(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Winter take-off continues in good demand. Summer take-off can be sold to advantage.

Coil and field dried hog hair ..... 2½c @ 4½c  
Processed, black winter, per lb. ..... 6 ½c @ 9½c  
Cattle switches, each\* ..... 2½c @ 3c

\*According to count.



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**TALLOW FUTURE TRADING**

Tallow transactions at New York during week ended May 7:

**SATURDAY, MAY 1, 1937.**

	High.	Low.	Close.
May	8.50	8.75	8.50
June	8.50	8.75	8.50
July	8.50	8.75	8.50
Aug.	8.50	8.75	8.50
Sept.	8.60	8.75	8.50
Oct.	8.50	8.75	8.50

**MONDAY, MAY 3, 1937.**

	High.	Low.	Close.
May	8.45	8.80	8.45
June	8.45	8.75	8.50
July	8.50	8.75	8.50
Aug.	8.50	8.75	8.50
Sept.	8.60	8.75	8.50
Oct.	8.50	8.75	8.50

**TUESDAY, MAY 4, 1937.**

	High.	Low.	Close.
May	8.40	8.75	8.40
June	8.45	8.75	8.50
July	8.50	8.75	8.50
Aug.	8.50	8.80	8.50
Sept.	8.60	8.80	8.50
Oct.	8.50	8.80	8.50

**WEDNESDAY, MAY 5, 1937.**

	High.	Low.	Close.
May	8.40	8.70	8.40
June	8.40	8.70	8.50
July	8.50	8.75	8.50
Aug.	8.50	8.70	8.50
Sept.	8.55	8.65	8.55
Oct.	8.60	8.80	8.60

**THURSDAY, MAY 6, 1937.**

	High.	Low.	Close.
May	8.40	8.65	8.40
June	8.40	8.65	8.50
July	8.50	8.75	8.50
Aug.	8.50	8.65	8.50
Sept.	8.55	8.65	8.55
Oct.	8.60	8.80	8.60

**FRIDAY, MAY 7, 1937.**

	High.	Low.	Close.
May	8.30	8.60	8.30
June	8.30	8.60	8.30
July	8.30	8.60	8.30
Sept.	8.35	8.60	8.35

No sales.

\*Bid.

Watch "Wanted" page for bargains.

# TALLOWS AND GREASES \*

## WEEKLY MARKET REVIEW

**TALLOW.** — The tallow market settled down to quieter trading and a weaker undertone during the latter part of the week, after considerable earlier activity when around 1,000,000 lbs. of extra changed hands at 8½c, or unchanged from the previous week. Late offerings continued quite liberal and buyers were inclined to back away, bidding 8½@8½c, f.o.b., while sellers were still holding for 8½c, f.o.b.

Reports circulated of a material decline in soap demand. Unsettlement in major commodities continued to have some influence. Tallow showed up well statistically. Production for the quarter ended March 31 was officially placed at 114,133,728 lbs. compared with about 125,000,000 lbs. the previous quarter and 109,000,000 lbs. for the March quarter in 1936.

Stocks for the quarter ended March 31 totaled 195,268,464 lbs. of inedible tallow. This compared with 244,000,000 lbs. at the end of December and 291,000,000 lbs. at the end of March, 1936. The decrease in stocks was quite surprising to many in the trade.

At New York, Australian resale tallow was reported offered as low as 5½c, c.i.f., without attracting any buying interest.

At New York, special was quoted at 8½c, f.o.b.; extra, 8½c, f.o.b., and edible, 9c, f.o.b.

May tallow sold at 8.65c and September at 8.60c on the New York Produce Exchange.

There was no London tallow auction this week. At Liverpool, Argentine tallow, June shipment, was quoted at 27s 6d, off 3d on the week. Australian good mixed, June shipment, was quoted at 26s 9d, off 6d. on the week.

Tallow offerings were light at Chicago following a ¼c decline around midweek. The buying side appeared to be showing more interest. Edible tal-

low was quoted at Chicago on Thursday at 8½c; fancy, 8½c; prime packer, 8½c; special, 8½c, and No. 1, 8½c.

**STEARINE**—Trade was fair and the market easier at New York. Sales of extra were reported at 9½c, a decline of ¼c, and the market subsequently was quoted at 9½@9½c for oleo.

At Chicago, trade was quiet and the market off ¼c on Wednesday. Oleo was quoted on Thursday at 9½@9½c.

**OLEO OIL**.—The market at New York was routine and without change. Extra was quoted at 11½@12½c; prime, 11½@11½c, and lower grades, 10@11½c.

At Chicago, the market was moderately active but steady and unchanged with extra quoted at 11½@12c.

(See page 40 for later markets.)

### TALLOWS AND GREASES

(Loose, basis Chicago.)

	Per lb.
Edible tallow	@ 8½c
Prime packers tallow	@ 8½c
No. 1 tallow, 10c f.f.a.	@ 8½c
Special tallow	@ 8½c
Choice white grease	@ 9½c
A-White grease, 4% acid	@ 8½c
B-White grease, maximum 5% acid	@ 8½c
Yellow grease, 16-20 f.f.a.	@ 8½c
Brown grease, 40 f.f.a.	@ 8½c

### ANIMAL OILS

(Basis Chicago.)

	Per lb.
Prime Edible	14½c
Prime Inedible	14½c
Headlight	14½c
Prime W. S.	13½c
Extra W. S.	13½c
Extra Lard Oil	13c
Extra No. 1	12½c
No. 1 Lard Oil	12½c
No. 2 Lard Oil	12½c
Acidless Tallow Oil	12½c
20° C. T. Neatsfoot	17½c
Pure Neatsfoot	18½c
Spec. Neatsfoot	18½c
Extra Neatsfoot	18½c
No. 1 Neatsfoot	12½c

## QUALITY PAYS DIVIDENDS

\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$

Many packers have raised the grade of their lard, tallow and greases to net them ½ to ¾ cents per pound more by using small amounts of NUCCHAR and CLAREX regularly.



### INDUSTRIAL CHEMICAL SALES DIVISION

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NEW YORK, N. Y.

Week Ending May 8, 1937

Page 37

at \$3.90 but might be bought on a bid of \$3.80 per unit, c.i.f. Atlantic Coast ports.

Ground fertilizer tankage and underground feeding tankage are selling at from \$3.90 and 10c@\$4.00 and 10c, f.o.b. local shipping points. Demand and stocks are light.

There is a demand for spot fish meal but there are no offerings around New York for earlier than late May arrival and sellers are quoting \$56.00 per net ton, for very limited quantities. For June-July shipment from Japan, this material is offered at \$54.00 per net ton, c.i.f. North Atlantic Coast ports.

Dry rendered tankage, 50 per cent unground, sold at 92½c per unit and sellers are now quoting 95c per unit, f.o.b. New York.

### FERTILIZER MATERIALS

#### BASIS NEW YORK DELIVERY.

##### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: May/June 1937 .....	@ 27.00
Ammonium sulphate, double bags, per 100 lbs. f.o.s. New York.....	nominal
Blood, dried, 18% per unit.....	@ 3.75
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	4.25 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	@ 56.00
June shipment .....	@ 54.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A., f.o.b. fish factories....	3.00 & 50c
Soda nitrate, per net ton: bulk, May/June 1937, inclusive.....	@ 25.50
in 200-lb. bags.....	@ 26.80
in 100-lb. bags.....	@ 27.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	3.95 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	3.90 & 10c

##### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@ 27.00
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.....	@ 37.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 8.50
 Dry Rendered Tankage.	
50% unground .....	@ 95c
00% unground .....	@ 97½c

### PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, March, 1937, with comparisons:

	Average wt. per animal.		Per cent of live weight.		Production					
	Mar. 1, 1936 to Feb. 28, 1937.	Mar., 1937.	Mar., 1, 1936, to Feb. 28, 1937.	Mar., 1937.	Mar., 1, 1936 to Feb. 28, 1937.	Mar., 1937.	Mar., 1, 1936 to Feb. 28, 1937.	Mar., 1937.	Percent March, 1937 of average Mar., 1936.	
	Lbs.	Lbs.	Pct.	Lbs.	M lbs.	M lbs.	M lbs.	M lbs.	Pct.	
Edible beef fat <sup>1</sup> .....	31.56	30.74	3.43	3.37	342,419	25,060	25,958	25,198	100.55	
Edible beef offal.....	35.62	35.28	3.87	3.87	385,865	22,461	27,367	28,920	128.76	
Cattle hides.....	61.82	61.83	6.72	6.78	674,523	43,588	47,760	51,038	117.08	
Edible calf fat <sup>1</sup> .....	1.40	1.39	.72	.84	8,498	559	577	818	146.33	
Edible calf offal.....	7.49	7.15	3.88	4.33	45,536	2,995	3,369	4,207	140.47	
Lard <sup>2</sup> .....	27.08	25.32	12.07	11.53	992,080	97,673	75,518	76,584	78.41	
Edible hog offal.....	8.18	8.17	3.64	3.72	299,234	20,447	21,032	24,711	120.85	
Pork trimmings.....	16.08	15.97	7.15	7.27	585,617	44,915	43,526	48,304	107.55	
Inedible hog grease.....	2.31	2.19	1.03	1.00	85,034	8,131	6,517	6,642	81.69	
Edible sheep fat <sup>1</sup> .....	1.71	1.98	2.02	2.21	29,523	2,635	2,565	2,592	98.37	
Edible sheep offal.....	2.32	2.38	2.73	2.66	40,228	2,893	3,154	3,116	107.71	

<sup>1</sup>Unrendered. <sup>2</sup>Rendered.

### COCONUT OIL TAX VALID

Validity of the 3 cent per pound tax on the first domestic processing of coconut oil has been upheld by the U. S. Supreme Court in deciding suits brought by two soap manufacturers. The court ruled that the levy was a valid application of the taxing power and sustained the provision under which over \$40,000,000 in taxes already collected will be paid to the Philippine government.

The Cincinnati Soap Co. and Haskins Bros. and Co. contended that the levy was illegal because it taxed one group for the benefit of another. They also challenged the law as a part of the AAA scheme of agricultural control, relying on the court's decision that the AAA was unconstitutional. The 3-cent processing tax was imposed in 1934 largely to protect domestic fats from competition of imported vegetable oils since the former were affected by AAA processing taxes.

The Supreme Court's opinion stated that "the imposition of the tax in itself is a valid exercise of the taxing power of the federal government. It is purely an excise tax upon a manufacturing process for revenue purposes, and in no sense a regulation of the process itself."

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 6, 1937.—Cotton oil futures were up about ¼c lb. for week. Crude, unchanged at 9c lb. bid, with mills generally holding for higher markets. Bleachable, steady. Diminishing hog receipts and unfavorable government weekly cotton crop report yesterday may soon have important bearing on future prices. Soap-stock, scarce and higher.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, May 6, 1937.—Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, excluding Oklahoma, \$43.00. Prime cottonseed oil was quoted at Dallas at 9@ 9 ½c.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, May 6, 1937.—Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, excluding Oklahoma, \$43.00. Prime cottonseed oil was quoted at Dallas at 9@ 9 ½c.

### MARGARINE MATERIALS USED

Products used in margarine manufacture during March, 1937, compared with the quantities used in the same month a year ago are reported as follows:

	Mar., 1937. Lbs.	Mar., 1936. Lbs.
<b>Ingredients of Uncolored Oleomargarine:</b>		
Babassu oil .....	2,349,980	2,349,728
Cocoanut oil .....	5,181,715	13,160,064
Corn oil .....	147,147	98,672
Cottonseed oil .....	14,593,556	8,783,732
Derivative of glycerine .....	104,262	89,245
Lecithin .....	2,603	1,767
Milk .....	6,737,562	6,364,464
Neutral lard .....	176,231	202,358
Oleo oil .....	1,582,146	1,239,861
Oleo stearine .....	200,273	277,692
Oleo stock .....	159,469	191,466
Palm oil .....	202,447	174,776
Palm kernel oil .....	959,202	320,065
Peanut oil .....	1,494,268	400,186
Salt .....	1,746,538	9,234
Sesame oil .....	17,928	15,120
Soda (Benzote of) .....	3,852,144	289,814
Soya bean oil .....		
Total .....	38,059,919	36,064,588
<b>Ingredients of Colored Oleomargarine:</b>		
Babassu oil .....	4,342	6,561
Cocoanut oil .....	15,553	12,454
Color .....	157	33
Corn oil .....	990	33
Cottonseed oil .....	49,634	34,000
Derivative of glycerine .....	36,100	57,640
Milk .....	5,673	5,138
Neutral lard .....	2,070	2,000
Oleo oil .....	25,030	30,236
Oleo stearine .....	7,580	600
Oleo stock .....	2,188	2,017
Palm oil .....	11,110	2,300
Palm kernel oil .....	725	330
Peanut oil .....	1,278	330
Salt .....	11,477	20,065
Soda (Benzote of) .....	47	80
Soya bean oil .....	10,354	550
Total .....	184,287	289,815

### MAR. MARGARINE PRODUCTION

Margarine produced during March, 1937, with comparisons showing an increase of 6.5 per cent from the production of March, 1936, is reported as follows by margarine manufacturers:

	Mar., 1937. lbs.	Mar., 1936. lbs.
<b>Production of uncolored margarine:</b>		
Production of uncolored margarine .....	35,833,443	33,541,659
<b>Production of colored margarine:</b>		
Production of colored margarine .....	160,459	252,000
<b>Total production:</b>		
Total production .....	35,993,902	33,794,269
<b>Per cent increase: 6.5.</b>		
Uncolored margarine with drawn tax paid .....	35,974,170	33,991,255
Colored margarine with drawn tax paid .....	64,783	60,715

# VEGETABLE OILS ★

## WEEKLY MARKET REVIEW

**T**RADING was moderate but there was a steady undertone in the cottonseed oil futures market during the past week. Prices advanced about  $\frac{1}{4}$ c per lb. compared with the previous week. There was a distinct letup in liquidation and some improvement in the character of buying power. This took the surplus oil out of the ring and brought about covering by professional shorts.

The market's action was largely due to improvement in commodities and particularly to a better tone in European security and commodity markets. There was less apprehension about possible bad developments arising out of London's settlement day on Thursday.

Cottonseed oil was believed to be in a better technical position. While there have been 39 tenders on May contracts thus far, the oil has been taken almost entirely by the trade and a moderate sized-short interest still existed in the spot month. This, together with unfavorable rains in the Central and Eastern cotton belts, served to bring about some absorption and unsettle shorts. The movement was aided by the ability of lard to hold in face of active liquidation and corn's advance to a new season's high. On the swells, however, offerings showed a tendency to enlarge with scattered profit taking in evidence. There was a fair character of absorption on the setback which was credited in part to foreign account.

### No Statistical Change

The oil situation was without notable change statistically. Supplies are plentiful for the balance of the season's demand and the outlook still points to a possible carryover of around 1,000,000 bbls. Such a carryover, while slightly larger than the previous season, should not prove burdensome as a great quantity of oil will be needed for the inbetween season's demand. The carryover, whatever it may ultimately prove to be, will be in the strongest hands in the trade.

A good increase in the cotton acreage is anticipated although it will probably not be as heavy as predicted earlier. Latest reports from private sources point to an increase of 10 to 15 per cent to a probable maximum area of around 35,000,000 acres. Weather conditions gradually will become more of a price-making factor in oil. There were some beneficial rains in the Western cotton belt during the week but more moisture is still required.

Cash oil demand was again disappointingly quiet during the week. A fair trade was reported at times but business was mostly of a hand-to-mouth character. The trade showed little or no intention of stocking up its rather

bare shelves and adding to its inventory.

Estimates on April oil consumption are running from around 200,000 to 225,000 bbls. compared with about 204,000 bbls. in April a year ago.

The large lard stocks still hang over the cotton oil market in spite of constructive developments in oil. This makes for cautiousness although it is well known how rapidly lard stocks dwindle under certain conditions. However, it will take a sizeable decline in hog marketings and some increase in consumer demand to bring about any important decrease in stocks before new oil begins to move. There has been some letup in the hog run and further decreases in marketings are likely as spring farm work increases.

**COCOANUT OIL.**—The market was quiet and steady at New York and appeared to be awaiting developments. The Supreme Court upheld the 3c per pound processing tax on this oil. Nearby oil was nominally  $7\frac{1}{4}$ c and July-December held at 7c but was relatively cheaper on the Pacific Coast.

**CORN OIL.**—Demand was rather quiet. Sellers' ideas were steadily maintained at New York at around  $9\frac{1}{4}$ c.

**SOYA BEAN OIL.**—Offerings at New York were held on a basis of  $9\frac{1}{4}$ @ 10c. There was talk of imported oil at around 9c, particularly from Manchuria.

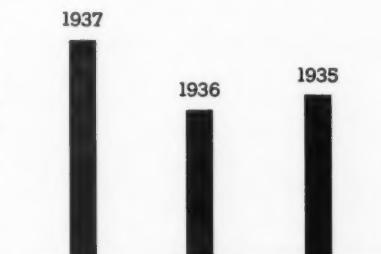
**PALM OIL.**—This market ruled steady in light trading with spot Nigre nominal at New York and shipment Nigre quoted at 5.35c. Sumatra oil was quoted at 5%@5%.

**PALM KERNEL OIL.**—Demand was rather slow at New York. Shipment oil was easier on a basis of 6%.

**OLIVE OIL FOOTS.**—The market

### COTTON OIL IMPORTS

(First 3 mos. 1937, '36 and '35)



Normally an exporter of cottonseed oil, the United States began importing considerable quantities in 1935. Oil imports for the first quarter of 1937 totaled 63,911,000 lbs., or almost 20,000,000 lbs. above imports in the like periods of 1936 and 1935.

was quiet but steady. Sellers were quoting around 12c, New York.

**PEANUT OIL.**—Demand was moderate owing to the relative cheapness of competing oils. Sellers were quoting peanut oil around 9 $\frac{1}{4}$ c, New York.

**COTTONSEED OIL.**—Valley and Southeast crude were quoted on Wednesday at 9.00 bid; Texas 9.00 bid at common points; Dallas 9.12 $\frac{1}{2}$  nominal.

Market transactions at New York:

#### Friday, April 30, 1937

	Sales	High	Low	Bid	Asked
May .	7	985	965	985 a	994
June .	....	....	....	995 a	nom
July ..	51	1003	980	1003 a	1005
Aug. .	....	....	....	1005 a	nom
Sept. .	84	1009	987	1009 a	1007
Oct. .	29	998	972	995 a	998
Nov. .	....	....	....	980 a	990
Dec. .	6	988	968	988 a	trad

#### Saturday, May 1, 1937

	Sales	High	Low	Bid	Asked
May .	1	984	984	980 a	983
June .	....	....	....	985 a	nom
July .	23	1005	994	995 a	94tr
Aug. .	....	....	....	1000 a	nom
Sept. .	24	1008	1000	1000 a	trad
Oct. .	9	995	987	987 a	trad
Nov. .	....	....	....	980 a	985
Dec. .	4	982	980	977 a	981

#### Monday, May 3, 1937

	Sales	High	Low	Bid	Asked
May .	4	985	980	989 a	995
June .	....	....	....	990 a	nom
July .	20	1003	997	1003 a	trad
Aug. .	....	....	....	1005 a	nom
Sept. .	30	1013	1003	1010 a	13tr
Oct. .	14	998	990	998 a	trad
Nov. .	....	....	....	990 a	992
Dec. .	2	981	981	987 a	989

#### Tuesday, May 4, 1937

	Sales	High	Low	Bid	Asked
May .	12	1005	995	1004 a	03tr
June .	....	....	....	1005 a	nom
July .	29	1013	1004	1006 a	trad
Aug. .	....	....	....	1010 a	nom
Sept. .	34	1019	1012	1015 a	17tr
Oct. .	20	1006	999	1003 a	trad
Nov. .	....	....	....	995 a	nom
Dec. .	9	996	990	991 a	995

#### Wednesday, May 5, 1937

	Sales	High	Low	Bid	Asked
May .	3	1003	1000	1003 a	trad
June .	....	....	....	1000 a	nom
July .	21	1015	1008	1009 a	trad
Aug. .	....	....	....	1010 a	nom
Sept. .	38	1024	1013	1015 a	trad
Oct. .	17	1016	1005	1005 a	trad
Nov. .	....	....	....	995 a	1000
Dec. .	6	1005	995	994 a	997

#### Thursday, May 6, 1937

	Sales	High	Low	Bid	Asked
May .	.....	9.95	9.88	9.85	....
July .	.....	10.10	9.93	9.96	....
Sept. .	.....	10.05	9.97	10.01	....
Oct. .	.....	10.05	9.90	9.99	....
Dec. .	.....	9.90	9.85	9.83	....

(See page 40 for later markets.)

Week Ending May 8, 1937

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# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Lard was weak the latter part of week on renewed liquidation, hedge selling, poor support, reports of quiet cash trade and unsteadiness in other commodities.

### Cottonseed Oil

Cotton oil was weaker on commission house selling liquidation, some foreign selling and easier lard and cotton markets. Cash oil demand continued small. Crude quoted at 8%@9c.

Quotations on bleachable cottonseed oil at close of market on Friday were: May, 9.61@9.70; July, 9.76@9.78; Sept., 9.81@9.83 sales; Oct. 9.73; Nov., 9.70; Dec. 9.66 sales. Tone easy; sales 97 lots.

### Tallow

Tallow, extra 8% c lb., f.o.b.

### Stearine

Stearine, 9%@9% c.

### Friday's Lard Markets

New York, May 7, 1937.—Prices are for export. Lard, prime Western, \$11.65 @11.75; middle Western, \$11.60@11.70; city, 11%@11% c; refined Continent 11% c; South American, 12c; Brazil kegs, 12% c; compound, 12% c in carlots.

### BOSTON WOOL MARKET

Little interest shown in domestic wools on the Boston market although some price quotations were slightly higher than a week ago, as follows:

Fleece Wools, Grease Basis.	
Ohio & Penn., fine decline.	44@46c
Ohio & Penn., 1/2-bl'd combing.	47@48c
Ohio & Penn., %-combing.	48@49c
Ohio & Penn., 1/4-combing.	46@47c
Low, 1/4-combing.	41@43c
Territory, scoured basis—	
Fine staple.	1.10@1.12
Fine, French combing.	1.05@1.08
Fine, fine medium clothing.	1.01@1.03
1/2-blood, staple.	1.05@1.10
%-blood, staple.	.95@ .98
1/4-blood, staple.	.85@ .90
Low, 1/4-blood.	.81@ .83
Texas, scoured basis—	
Choice, 12 months.	1.03@1.05
Average, 12 months.	1.00@1.02
Fine, 8 months.	.95@1.00
Fall.	.93@ .95
California, scoured basis—	
Northern.	1.00@1.02
Southern.	.98@1.00

### ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to May 7, 1937: To the United Kingdom, 112,478 quarters, to the Continent, 7,728. Last week to United Kingdom 82,563 quarters; to the Continent, 19,563.

### BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, May 6, 1937.—General provision market steady but dull; very poor demand for A. C. hams, no demand for pure lard.

Friday's prices were: Hams, American cut, 93s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 76s; Wiltshires, unquoted; Cumbenders, 69s; Canadian Wiltshires, 82s; Canadian Cumberlands, 75s; spot lard, 64s 6d.

### LIVERPOOL PROVISION STOCKS

Provision stocks on hand May 1, 1937, as estimated by Liverpool Trade Association:

	May 1, 1937.	Apr. 1, 1937.	May 1, 1936.
Bacon, lbs.	44,688	157,584	183,008
Ham, lbs.	378,896	425,264	520,912
Shoulders, lbs.		2,240	25,984
Butter, cwt.*	11,418	5,354	7,645
Cheese, cwt.*	11,052	11,938	9,507
Lard, steam (U. S.) tons	28	.....	.....
Lard, steam (Canada)	19	12	.....
Lard, steam (Argentina) tons	8	80	.....
Lard, refined (U. S.) tons	251	417	1,035
Lard, refined (Canada) tons	26	45	49
Lard, refined (Can. & So. Amer.) tons	8	2	.....

\*(Ton of 2,240 lbs., cwt., 112 lbs.)

### CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended May 7, 1937, with comparisons, are reported as follows:

#### PACKER HIDES.

	Week ended May 7.	Prev. week.	Cor. week, 1936.
Hvy. nat. stra. 17	@17% n	@17% n	12%@12%
Hvy. nat. stra. 16 1/2@17n		6@17	12@12%
Hvy. Tex.			
stra. ....	16 1/2@17n		@17x 12@12%
Hvy. butt brand'd stra. ....	16 1/2@17n	@17x 12@12%	
Ex-light. Tex.			
stra. ....	15 1/2@15% n	15 1/2@15% n	@10
Brnd'd cows. ....	15 1/2@15% n	15 1/2@15% n	@10
Hvy. nat.			
cows. ....	15 1/2@16n	15 1/2@16	9 1/2@9 1/2
Lt. mat. steers. ....	15 1/2@16n	15 1/2@16	9 1/2@9 1/2
Nat. bulls. ....	13 1/2@12 1/2n	13 1/2@12 1/2	8@8
Brnd'd bulls. ....	12@12 1/2n	12@12 1/2	6@6 1/2
Calfskins. ....	27@29	27@29	19@22n
Kips, nat. ....	19@19n	19@19	14@14
Kips, ov.-wt. ....	18@18n	18@18	13@13
Kips, brnd'd. ....	17@17n	17@17	10 1/2@11n
Slunks, reg. ....	1.40n	1.40n	1.20@1.25
Slunks, hrs. 50	@55	50@55	35@40
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

#### CITY AND OUTSIDE SMALL PACKERS.

	Nat. all-wts. 14	@15n	14@15 1/2	9 1/2@9 1/2
Brnd'd cows. ....	13 1/2@14 1/2	13 1/2@14 1/2	9 1/2@9 1/2	9@9 1/2
Nat. bulls. ....	12@12	12@12	7@7	7@7 1/2
Brnd'd bulls. ....	11@11	11@11	6@6	6@6 1/2
Calfskins. ....	20 1/2@24ax	22@24 1/2	17@18 1/2	17@18 1/2
Kips. ....	16 1/2@16n	16 1/2@16n	12@12 1/2	12@12 1/2
Slunks, reg. ....	1.20@1.30n	1.20@1.30n	80@1.00	80@1.00
Slunks, hrs. 40	@50n	40@50n	20@25	20@25

#### COUNTRY HIDES.

Hvy. steers. ....	11@11 1/2n	11@11 1/2n	8@8 1/2
Hvy. cows. ....	11@11 1/2n	11@11 1/2n	8@8 1/2
Buffs. ....	12%@12n	13@13 1/2n	8@8 1/2
Extremes. ....	14@14x	14@14 1/2x	9@9 1/2
Bulls. ....	10n	10%@10 1/2n	6@6
Calfskins. ....	16@17	16@17	12@12 1/2
Kips. ....	14@14 1/2	14@14 1/2	9 1/2@10 1/2
Light calf. ....	1.20@1.35n	1.25@1.40n	80@95n
Deacons. ....	1.20@1.35n	1.25@1.40n	80@95n
Slunks. ....	1.00@1.00n	85@1.00n	60@75n
Slunks, hrs. 15	@25n	15@25	10@15n
Horseshides. ....	4.40@5.65	4.50@5.70	3.10@3.75

#### SHEEPSKINS

Pkr. lambs. ....	3.00@3.25n	3.00@3.25n	1.90@2.10
Sml. pkr.			
lambs. ....	2.50@2.75n	2.50@2.75	1.40@1.65
Pkr. shearlgs. ....	1.35@1.50	1.35@1.50	1.10@1.10
Dry pelts. ....	21@22	22@24	14@16

### N. Y. HIDE FUTURE MARKETS

Saturday, May 1, 1937—Close: June 16.38 n; Sept. 16.78@16.80; Dec. 17.10 sale; Mar. 17.39 n; sales 10 lots. Closing unchanged

Monday, May 3, 1937—Close: June 16.39 n; Sept. 16.79 sale; Dec. 17.12 sale; Mar. 17.41 n; sales 10 lots. Closing 1@2 higher.

Tuesday, May 4, 1937—Close: June 16.30@16.34; Sept. 16.68@16.70; Dec. 16.96@16.99; Mar. 17.25 n; sales 31 lots. Closing 9@16 lower.

Wednesday, May 5, 1937—Close: June 15.93@15.96; Sept. 16.34@16.35 sales; Dec. 16.68 sale; Mar. 16.97 n; sales 99 lots. Closing 28@37 lower.

Thursday, May 6, 1937—Close: June 16.01@16.05; Sept. 16.45 sale; Dec. 16.76 sale; Mar. 17.05 n; sale 18 lots. Closing 8@11 higher.

Friday, May 7, 1937—Close: June 16.24 b; Sept. 16.65 sale; Dec. 16.94 n; Mar. 17.23 n; sales 45 lots. Closing 18@23 higher.

Watch Classified page for bargains in equipment.

The National Provisioner

# HIDES AND SKINS ★

## WEEKLY MARKET REVIEW

### Chicago

**PACKER HIDES.**—Trading continued practically at a standstill this week in the packer market, with actual business confined to 500 Apr. native bulls at close of last week by one packer at 18½c, steady. Late this week, the Association sold 1,000 Apr.-May native steers at 16½c, in line with bid price, and later sold 3,000 Apr.-May light native cows at 15½c and 1,000 Apr.-May branded cows at 15½c to Exchange operators; these prices were steady with their last sales but included May take-off, and bids were available only after late firming of futures.

The feature of the week was the movement of about 75,000 Uruguay and Argentine steers in the South American market, with Argentines going at 100 pesos, equal to 16-3/16c, c.i.f. New York, as against 18c reported paid early previous week. Stocks of heavy hides had been accumulating there and, with those hides getting into autumn quality, a narrowing of the spread as compared with our native steers was expected. Even at this level, when 10% duty is added, the spread is still considerably over native steers, on which seasonal quality is improving.

Packers' ideas are still unchanged, with April steers and cows held at ½c over the prices reported above on Association trading. A good buyer interest has been reported under the market, with tanners waiting for someone to take the initiative in placing bids. There appears to be no disposition on the part of buyers to unduly bear down the market; rather a tendency to wait until commodities in general attain a better balance after the recent foreign break, to lend confidence to their operations.

Hides have suffered less than other commodities in the recent break, due to their good statistical position. Production of shoes in March was 45,803,218 pairs, as against 39,362,473 in Feb. and 34,831,676 in March 1936; for Jan. to Mar., 122,032,849 pairs showed an increase of 20.5% over the 101,234,035 for same three months last year. Production should show a seasonal decrease from now on until July. Leather has been moving freely until the past week or so, and the better consumption was reflected in the note of confidence expressed at the Tanners Council annual convention this week.

Cattle kill is expected to fall off further as pasture conditions improve, the April kill already showing a fair decrease. Meanwhile, seasonal quality of hides is improving and the time is not far distant when buyers who cannot use winter quality hides will be entering the market. Neutral observers appear to feel that Apr. stocks will move eventually not lower than indicated by

the few scattered sales this week, even if some slight adjustment is made prior to Apr. prices.

**OUTSIDE SMALL PACKER HIDES.**—Offerings of outside small packer all-weight natives at 14½c for Apr. and 14c for Mar. take-off, selected, f.o.b. nearby points, met no response from buyers this week; couple small lots Mar. hides reported to have sold slightly under 14c but usually in nature of distress sales and not general. Chicago take-off only nominal around 15c, brands ½c less.

**PACIFIC COAST.**—Last reported sale of small lot Vernon packer hides previous week was at 14½c for steers and 13½c for cows, flat, f.o.b. Los Angeles.

**FOREIGN WET SALTED HIDES.**—The heavy trade in South American market at lower prices was the feature this week. One sale of 2,000 Argentine steers was made early at 105 pesos, equal to 16-15/16c, c.i.f. New York, as against 18c previous week; 6,000 frigorifico light steers also sold at 17½c. Heavy stock had been accumulating for several weeks and, when trading failed to follow at this level, about 50,000 Argentine frigorifico steers moved to the States and England basis 100 pesos or 16-3/16c; also about 20,000 Uruguay steers at 15-15/16@16½c; 10,000 Argentine reject steers also sold, part at 93½ pesos or 15-3/16c and part 94½ pesos or 15-5/16c. Later, a pack of San-simena light steers moved at 104 pesos or 16½c. Probably 25,000 hides still held, including a few heavy steers.

**COUNTRY HIDES.**—There has been very little disposition to attempt business on country hides, pending clarification of the market on packer light cows. Not many country hides are offered but, on the other hand, it is difficult for dealers to move stock; tanner buyers not showing much interest and recent sales have been confined mostly to distress lots or occasional cars. Untrimmed all-weights quoted 11½@12½c, selected, del'd Chicago. Heavy steers and cows nominal around 11@11½c, trimmed. Offerings of trimmed buffs at 13c unsold, some quoting 12½@13c while others talk ¼c more. Trimmed extremes have been available at 14c, selected, with buyers showing no interest. Bulls around 10c nom.; glues 9½@10c. All-weight branded hides 10½@10½c, flat, nom.

**CALFSKINS.**—No action as yet on packer April calf. All packers moved their March production several weeks back at 29c for northern heavies 9½/15 lb., 29½c for certain picked points, 28c for River point heavies, with lights under 9½ lb. going a week later at 27c. Buyers, as usual, disguising any interest they have in the market at the moment, awaiting offerings by packers.

Chicago city calfskins easier; two cars, possibly three, of 8/10 lb. sold at 20½c, or 1½c under previous week, and more reported available, with production running well to the lights; the 10/15 lb. are in lighter supply and offerings held at 24c, or ½c off. Outside cities, 8/15 lb., around 22c nom.; mixed cities and countries 19@20c; straight countries 16@17c flat, according to section. Chicago city light calf and deacons offered at \$1.65.

**KIPSKINS.**—Action awaited on packer April kipskins, with March production except for couple small lots over-weights cleaned up earlier at 19c for northern natives, 18c for northern over-weights, southerns a cent less, branded at 17c.

Chicago city kipskins quoted around 16½c nom.; one car sold on private terms after being offered at 17c. Outside cities around 16½@16½c; mixed cities and countries about 15½c; straight countries 14@14½c flat.

Trading awaited on packer Apr. regular slunks, with \$1.40 last paid for March skins.

**HORSEHIDES.**—Outlet narrow now for horsehides and buyers talking lower recently. Choice city renderers, with full manes and tails, quoted \$5.50@5.65, selected, f.o.b. good sections; ordinary trimmed renderers \$5.10@5.25, del'd Chicago; mixed city and country lots \$4.40@4.60.

**SHEEPSKINS.**—Dry pelts slow around 21@22c per lb., del'd Chicago, some quoting lower. Shearling production has increased considerably, running mostly No. 2's and No. 3's, with No. 1's scarce and a negligible factor. One packer reports sales this week at steady prices, No. 1's at \$1.50, No. 2's at \$1.20 and No. 3's or clips 90c, and other killers quote same prices for good stock, while sales reported in other directions at \$1.35, \$1.12½ and 82½c. Small packer shearlings range 5@10c lower than these prices for car lots, and down to half-price for less car lots. Pickled skins quiet and production light, with quotations ranging \$8.00@8.50 for old stock; buyers awaiting the better June lambs. No offerings of California lambs reported as yet but production will probably be very light, with around \$8.25 quoted nom. Wool pelts about cleaned up for this season, with nominal quotations around \$3.50@3.65 per cwt. live lamb. Outside small packer pelts \$2.50@2.75 each for the few coming.

### New York

**PACKER HIDES.**—No further action in this market since sales in a moderate way previous week on Apr. butt branded steers at 17c and Apr. Colorados at 16½c, with a few Apr. native steers at 17c.

**CALFSKINS.**—Collectors sold two or three cars at prices 5@10c lower, with lights easiest; the 4-5's moved at \$1.45 and 9-12's at \$3.45, while 5-7's last sold at \$1.80 and 7-9's \$2.50 and quotable around 5c less. Packers last sold 5-7's at \$1.90, 7-9's at \$2.70 and 9-12's at \$3.70, previous week.

# LIVE STOCK MARKETS ★

## WEEKLY REVIEW

### LIVESTOCK COST AND YIELD

Kinds of livestock slaughtered, cost and yield, with comparisons, March, 1937:

	Feb., 1937.	Jan., 1937.	Feb., 1936.
Average live cost per 100 lbs.:			
Cattle	\$ 7.65	\$ 7.23	\$ 6.52
Calves	7.89	7.68	7.36
Hogs	9.99	9.86	10.08
Sheep and lambs	10.99	9.88	9.39
Average yield, per cent:			
Cattle	53.05	53.10	54.01
Calves	58.67	57.40	57.21
Hogs	75.08	74.72	76.05
Sheep and lambs	45.91	45.91	46.26
Average live weight, lbs.:			
Cattle	912.45	912.32	924.53
Calves	195.09	176.49	170.49
Hogs	219.64	219.27	228.66
Sheep and lambs	89.57	89.87	91.87

Sources of supply, per cent:

Cattle—	Stockyards	78.05	79.80	81.24
Other	21.95	20.20	18.76	
Calves—				
Stockyards	66.92	69.29	74.82	
Other	33.08	30.71	25.18	
Hogs—				
Stockyards	51.16	50.45	53.36	
Other	48.84	49.55	46.64	

Classification, per cent:

Cattle—	Steers	46.42	45.91	47.00
Bulls and steers	3.22	3.03	4.85	
Cows and heifers	50.36	51.06	48.15	
Hogs—				
Sows	48.46	48.02	45.64	
Barrows	50.85	51.43	53.70	
Stags and boars	.69	.55	.66	
Sheep and lambs—				
Sheep	5.47	6.18	6.21	
Lambs and yearlings	94.53	93.82	93.79	

### NEW YORK LIVE STOCK

Receipts week of May 1, 1937:

	Cattle	Calves	Hogs	Sheep
Jersey City	6,067	8,310	4,895	27,459
Central Union	1,614	2,144	...	9,650
New York	481	4,169	20,124	4,869
Total	8,162	14,629	25,019	41,978
Last week	7,257	14,299	24,327	45,586
Two weeks ago	6,890	13,536	25,075	45,323

### CANADIAN LIVESTOCK PRICES

#### BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended May 1	Last week.	Same week 1936
Toronto	\$ 9.00	\$ 8.75	\$ 6.50
Montreal	8.75	8.50	6.00
Winnipeg	8.75	9.00	5.50
Calgary	9.00	8.50	5.00
Edmonton	8.50	8.50	5.00
Prince Albert	6.50	6.50	4.25
Moose Jaw	7.50	7.00	4.50
Saskatoon	7.50	7.00	4.50

#### VEAL CALVES.

Top Prices	Week ended May 1	Last week.	Same week 1936
Toronto	\$ 10.00	\$ 10.00	\$ 9.00
Montreal	7.50	7.50	8.00
Winnipeg	7.00	7.00	5.50
Calgary	8.50	7.50	6.00
Edmonton	7.50	7.00	6.50
Prince Albert	5.00	5.50	4.00
Moose Jaw	6.00	5.50	5.50
Saskatoon	6.00	6.00	5.50

#### BACON HOGS.

Top Prices	Week ended May 1	Last week.	Same week 1936
Toronto	\$ 9.00	\$ 8.00	\$ 8.50
Montreal (1)	9.25	9.10	9.00
Winnipeg (1)	8.40	8.25	8.25
Calgary	8.00	7.00	7.65
Edmonton	8.00	8.00	7.00
Prince Albert	8.15	8.00	7.75
Moose Jaw	8.25	8.00	8.00
Saskatoon	8.15	8.00	7.85

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

#### GOOD LAMBS.

Top Prices	Week ended May 1	Last week.	Same week 1936
Toronto	\$ 11.00	\$ 11.00	\$ 11.00
Montreal	8.00	10.50	8.00
Winnipeg	8.50	8.50	8.75
Calgary	10.00	8.25	8.50
Edmonton	9.00	9.00	6.25
Prince Albert	8.00	7.50	6.25
Moose Jaw	8.00	3.50	6.00

### HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 11 principal markets, March, 1937:

Mar., 1937. Feb., 1937. Mar., 1936.

Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago	245 \$10.11	238 \$10.08	246 \$10.24	245 \$10.24	238 \$10.28
East St. Louis	217 10.10	220 10.09	214 10.28	217 10.28	220 10.28
Kansas City	227 10.03	214 10.01	222 10.00	227 10.00	214 10.00
Omaha	227 9.80	214 9.59	252 9.90	227 9.90	214 9.90
Sioux City	230 9.79	214 9.61	256 9.87	230 9.87	214 9.87
South St. Joseph	220 9.87	219 9.75	231 9.96	220 9.96	219 9.96
South St. Paul	210 9.81	206 9.71	238 9.83	210 9.83	206 9.83
Cincinnati	207 10.19	221 10.06	212 10.73	207 10.73	221 10.73
Denver	221 9.85	224 9.68	245 9.93	221 9.93	224 9.93
Fort Worth	200 9.35	205 9.18	213 9.48	200 9.48	205 9.48
Wichita	229 9.80	231 9.66	228 9.92	229 9.92	231 9.92

### RECEIPTS AT CHIEF CENTERS

Week ended May 1, 1937:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended May 1	185,000	282,000	342,000
Previous week	195,000	354,000	347,000
1936	197,000	320,000	324,000
1935	153,000	268,000	313,000
1934	220,000	476,000	281,000

At 11 markets:

	Cattle.	Hogs.
Week ended May 1	217,000	\$ 5,000
Previous week	270,000	\$ 5,000
1936	252,000	\$ 5,000
1935	220,000	\$ 5,000
1934	405,000	\$ 5,000
1933	443,000	\$ 5,000
1932	407,000	\$ 5,000

At 7 markets:

	Cattle.	Hogs.
Week ended May 1	122,000	192,000
Previous week	130,000	216,000
1936	143,000	172,000
1935	109,000	187,000
1934	171,000	351,000
1933	139,000	216,000
1932	16,108	22,290

### U. S. INSPECTED HOG KILL

At 8 points week ended April 30, 1937:

	Week ended April 30, 1937.	Prev. week.	Cor. week.
Chicago	72,375	92,710	70,000
Kansas City, Kansas	18,371	22,848	28,665
Omaha	16,108	22,290	21,041
St. Louis & East St. Louis	50,119	51,790	43,789
Sioux City	8,323	12,133	19,423
St. Joseph	9,619	10,127	9,488
St. Paul	25,584	31,387	26,565
N. Y., Newark and J. C.	44,446	45,052	38,916
Total	244,945	288,346	259,323

### PACIFIC COAST LIVESTOCK

Receipts during the five days ended April 30, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,394	1,510	2,166	1,794
San Francisco	2,075	220	1,875	1,075
Portland	2,450	210	4,450	5,675

DIRECTS—Los Angeles: Cattle, 52 cars; hogs, 99 cars; sheep 42 cars. San Francisco: Cattle, 525 head; calves, 30 head; hogs, 1,625 head; sheep, 2,425 head.

### BEMIS Parchment Lined BAGS

BEMIS BRO. BAG CO. ST. LOUIS - BROOKLYN

THE SALE'S IN THE BAG IF IT'S A BEMIS BAG

## CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., May 6, 1937—At 22 concentration points and 9 packing plants in Iowa and Minnesota, current trade underrone in the hog market best of week and fairly strong. Prices steady to 10c higher than last week's close. Loading last half appeared lighter than same period last week. Current prices good to choice 200 to 325 lb. hogs, off truck at plants and stations, \$9.85@ 10.00, mostly \$9.95 up at plants with long hauls \$10.05@10.10, rail consignments around \$10.20; good to choice 325 to 350 lb. and 180 to 200 lb. hogs, \$9.75@9.95; mixed grade, 160-180 lbs., \$8.75@9.65 and similar light lights \$7.75@8.75. Packing sows off truck mostly \$9.40@9.55.

Receipts week ended May 6, 1937.

	This week.	Last week.
Sheep.		
192,000		
186,000		
177,000		
222,000		
184,000		
216,000		
220,000		
Hogs.		
217,000		
270,000		
252,000		
232,000		
405,000		
443,000		
407,000		
Friday, April 30.	17,300	20,900
Saturday, May 1.	10,700	16,000
Monday, May 3.	26,600	23,400
Tuesday, May 4.	11,500	12,000
Wednesday, May 5.	16,600	14,700
Thursday, May 6.	15,800	17,700

## MARCH MEAT CONSUMPTION

Federally-inspected meats available for consumption in March, 1937:

	Total Consumption, lbs.	Per capita, lbs.
<b>BEEF AND VEAL.</b>		
March, 1937.	485,000,000	3.78
March, 1936.	440,000,000	3.43
<b>PORK (INC. LARD).</b>		
March, 1937.	498,000,000	3.89
March, 1936.	443,000,000	3.46
<b>LAMB AND MUTTON.</b>		
March, 1937.	56,000,000	.44
March, 1936.	58,000,000	.46
<b>TOTAL.</b>		
March, 1937.	1,039,000,000	8.11
March, 1936.	942,000,000	7.35
<b>LARD.</b>		
March, 1937.	54,000,000	.42
March, 1936.	66,000,000	.51

## GOVERNMENT GRADED MEAT

Meat graded by the U. S. Bureau of Agricultural Economics during March, 1937, with comparisons, is reported as follows:

	Mar., 1937, 3 mos.	1937, 3 mos.	1936, 3 mos.
Fresh and frozen:			
Beef	36,507,468	105,586,405	90,574,542
Veal and calf	316,499	814,808	746,446
Lamb and mutton	1,980,367	5,733,137	4,490,925
Pork	265,038	732,720	487,874
Cured:			
Beef	141,457	371,314	258,981
Pork	1,825,002	4,188,715	2,310,206
SAusage	3,041,310	8,733,905	7,102,019
Other meats and lard	207,680	614,842	410,843

## CANADIAN INSPECTED KILL

	Mar., 1937.	3 mos.	3 mos.
Cattle	68,202	197,811	193,834
Calves	55,138	115,803	104,747
Hogs	357,883	1,043,656	783,355
Sheep	46,813	133,388	134,395

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, May 6, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).		CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. wt., 140-160 lbs.						
Good-choice	\$ 8.85@10.10	\$ 9.25@10.00	\$ 8.75@ 9.65	\$ 9.10@ 9.85	\$ 9.10@ 9.70	
Medium	8.50@ 9.85	8.65@ 9.75	8.25@ 9.25	8.60@ 9.50	8.60@ 9.50	
Lt. wt., 160-180 lbs.						
Good-choice	9.85@10.25	9.75@10.25	9.25@ 9.90	9.50@10.10	9.50@ 9.95	
Medium	9.00@10.00	9.15@10.15	8.75@ 9.75	9.00@ 9.75	9.00@ 9.80	
Lt. wt., 180-200 lbs.						
Good-choice	10.00@10.35	10.15@10.40	9.75@10.00	9.75@10.20	9.80@10.00	
Medium	9.25@10.10	9.50@10.25	9.25@ 9.85	9.50@10.00	9.25@ 9.90	
Med. wt.						
200-220 lbs., gd-ch.	10.10@10.40	10.25@10.40	9.85@10.00	10.00@10.20	9.90@10.05	
220-250 lbs., gd-ch.	10.10@10.40	10.30@10.50	9.85@10.00	10.00@10.25	9.95@10.05	
Hvy. wt.						
250-290 lbs., gd-ch.	10.10@10.40	10.20@10.40	9.80@10.00	10.00@10.20	9.90@10.05	
290-350 lbs., gd-ch.	9.90@10.30	10.00@10.25	9.80@ 9.90	9.95@10.15	9.75@ 9.95	
PACKING SOWS:						
275-350 lbs., good	9.70@ 9.90	9.60@ 9.80	9.40@ 9.50	9.60@ 9.75	9.40@ 9.60	
350-425 lbs., good	9.55@ 9.70	9.50@ 9.70	9.35@ 9.40	9.40@ 9.65	9.40@ 9.60	
425-550 lbs., good	9.30@ 9.55	9.40@ 9.60	9.35@ 9.40	9.45@ 9.60	9.40@ 9.60	
275-550 lbs., medium	8.25@ 9.70	8.00@ 9.60	8.50@ 9.40	8.50@ 9.60	9.00@ 9.40	
SLAUGHTER PIGS, 100-140 lbs.:						
Good-choice	8.00@ 9.65	7.50@ 9.50	7.75@ 9.00	8.35@ 9.35	8.50@ 9.35	
Medium	7.40@ 8.85	6.85@ 9.25	6.75@ 8.75	8.00@ 9.10	.....	
Slaughter Cattle, Calves and Vealers:						
STEERS, 550-900 lbs.:						
Choice	10.00@13.50	10.75@13.25	10.50@12.50	10.25@12.75	10.25@12.50	
Good	9.50@11.50	9.50@12.25	9.25@11.25	9.25@11.25	9.00@11.25	
Medium	8.75@ 9.75	8.00@10.00	8.25@ 9.50	8.00@10.00	7.75@ 9.25	
Common (plain)	6.75@ 8.75	7.00@ 8.25	6.50@ 8.50	6.75@ 8.50	6.25@ 8.25	
STEERS, 900-1100 lbs.:						
Prime	14.00@15.00					
Choice	11.50@14.50	12.25@14.25	11.25@13.75	11.25@13.75	11.25@13.50	
Good	9.75@13.00	10.00@13.00	9.50@12.00	10.00@12.00	9.25@12.25	
Medium	8.75@10.50	8.25@10.25	8.50@10.25	8.50@10.25	8.25@ 9.75	
Common (plain)	7.50@ 9.00	7.50@ 8.50	7.00@ 8.75	7.00@ 8.75	6.50@ 8.50	
STEERS, 1100-1300 lbs.:						
Prime	14.50@15.75					
Choice	13.00@15.00	13.00@14.75	12.00@14.00	12.00@14.00	12.25@14.00	
Good	10.50@13.50	10.25@13.00	10.25@12.50	10.25@12.25	9.75@12.25	
Medium	9.00@10.50	8.50@10.75	8.75@10.50	8.75@10.75	8.50@10.00	
STEERS, 1300-1500 lbs.:						
Prime	15.00@15.75					
Choice	13.50@15.00	13.00@15.00	12.50@14.00	12.25@14.00	12.25@14.00	
Good	11.00@13.50	10.75@13.00	10.50@12.50	10.75@12.25	10.00@12.50	
HEIFERS, 750-900 lbs.:						
Choice	11.00@11.75	10.25@11.50	10.50@11.75	10.25@11.50	10.00@11.50	
Good	9.75@11.00	9.25@10.25	9.25@10.50	8.75@10.50	8.60@10.25	
Common (plain), medium	6.50@ 9.75	7.00@ 9.25	6.00@ 9.25	5.75@ 9.00	5.75@ 9.00	
HEIFERS, 750-900 lbs.:						
Good-choice	9.50@12.50					
Common (plain), medium	7.00@10.00					
L. COWS:						
Choice	8.50@ 9.75					
Good	7.25@ 8.50	7.00@ 8.00	6.75@ 8.25	7.00@ 8.00	6.85@ 8.00	
Common (plain), medium	6.00@ 7.50	5.50@ 7.00	5.75@ 6.75	5.50@ 7.00	5.25@ 6.85	
Low cutter-cutter	4.00@ 6.00	3.75@ 5.50	3.75@ 5.75	3.50@ 5.75	3.25@ 5.25	
BULLS (Yearlings excluded):						
Good (beef)	7.00@ 7.75	6.65@ 7.50	6.75@ 7.25	6.50@ 7.00	6.35@ 6.50	
Cutter, com. (plain), med.	5.75@ 7.00	4.75@ 6.75	5.00@ 6.75	5.25@ 6.50	4.50@ 6.50	
VEALERS:						
Good-choice	8.00@10.00	8.25@ 9.50	8.00@10.00	8.00@10.00	7.00@ 9.00	
Medium	6.50@ 8.00	6.75@ 8.25	6.00@ 8.00	6.50@ 8.00	6.00@ 7.50	
Cull-common (plain)	5.00@ 6.50	4.50@ 6.75	4.00@ 6.00	4.50@ 6.50	4.00@ 6.50	
CALVES, 250-500 lbs.:						
Good-choice	6.00@ 9.50	7.00@ 9.75	6.00@ 9.50	6.50@ 9.00	7.00@ 9.50	
Common (plain), medium	4.50@ 6.00	4.75@ 7.00	4.00@ 6.00	4.50@ 6.50	4.50@ 7.00	
Slaughter Lambs and Sheep:						
SPRING LAMBS:						
Choice	12.00@12.25					
Good	11.50@12.00					
Medium	10.75@11.50					
Common (plain)	9.75@10.75					
LAMBS (WOOLED):						
Choice	11.75@12.25					
Good	10.40@11.75					
Medium	9.75@10.40					
Common (plain)	9.00@ 9.75					
LAMBS (SHORN):						
Choice	9.75@10.25	9.50@10.25				
Good	9.00@ 9.75	9.00@ 9.50				
Medium	8.25@ 9.00	8.00@ 9.00				
Common (plain)	7.75@ 8.25	7.25@ 8.00				
EWES (SHORN):						
Good-choice	4.00@ 5.25	4.00@ 5.00	3.75@ 4.85	4.25@ 5.00	4.00@ 5.00	
Common (plain), medium	2.25@ 4.00	2.00@ 4.00	2.00@ 3.75	2.00@ 4.25	2.00@ 4.00	

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, May 1, 1937, as reported to The National Provisioner:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,307	1,648	4,988
Swift & Co.	3,534	2,963	3,495
Morris & Co.	1,682	—	3,047
Wilson & Co.	4,009	3,062	4,501
Anglo-Amer. Prov. Co.	601	—	—
G. H. Hammond Co.	2,610	—	—
Shippers	10,506	9,769	13,824
Others	11,347	19,833	5,726

Brennan Packing Co., 2,270 hogs; Western Packing Co., Inc., 2,647 hogs; Agar Packing Co., 4,620 hogs.

Total: 40,196 cattle; 8,757 calves; 46,812 hogs; 35,080 sheep.

Not including 461 cattle, 623 calves, 22,824 hogs and 25,306 sheep bought direct.

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,818	755	549	5,057
Cudahy Pkg. Co.	1,949	1,111	570	7,045
Morris & Co.	956	305	—	2,454
Swift & Co.	1,963	744	1,070	4,310
Wilson & Co.	1,661	1,248	634	6,804
Indep. Pkg. Co.	—	139	—	—
Kornblum Pkg. Co.	1,026	—	—	—
Others	4,912	338	1,804	13,958

Total ..... 14,285 4,501 4,766 39,688

Not including 14,420 hogs bought direct.

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	3,623	2,786	1,607
Cudahy Pkg. Co.	4,703	2,107	4,134
Dold Pkg. Co.	771	2,307	—
Morris & Co.	1,114	29	693
Swift & Co.	3,928	1,760	3,505
Others	—	5,985	—

Eagle Pkg. Co., 29 cattle; Grt. Omaha Pkg. Co., 112 cattle; Geo. Hoffman Pkg. Co., 33 cattle; Lewis Pkg. Co., 379 cattle; Omaha Pkg. Co., 180 cattle; John Roth & Sons, 102 cattle; So. Omaha Pkg. Co., 156 cattle; Lincoln Pkg. Co., 366 cattle; Wilson & Co., 307 cattle.

Total: 15,803 cattle & calves; 14,974 hogs; 9,939 sheep.

Not including 465 cattle, 3,736 hogs and 10,144 sheep bought direct.

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,407	2,118	2,870	8,665
Swift & Co.	2,233	2,258	4,108	10,904
Morris & Co.	895	701	533	—
Hunter Pkg. Co.	1,512	1,046	1,578	113
Hill Pkg. Co.	—	—	2,436	—
Krey Pkg. Co.	—	—	4,687	—
Laclede Pkg. Co.	—	—	1,088	—
Shippers	5,013	8,066	11,775	25,632
Others	2,460	274	13,281	550

Total ..... 12,010 8,415 42,951 45,864

Not including 1,288 cattle, 5,840 calves, 25,311 hogs and 845 sheep bought direct.

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,701	756	3,879	12,321
Armour and Co.	1,800	850	8,194	5,603
Others	1,353	149	205	238

Total ..... 4,854 1,755 7,278 18,162

Not including 1,194 hogs and 1,402 sheep bought direct.

### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,526	115	2,225	1,403
Armour and Co.	1,187	124	2,107	1,188
Swift & Co.	1,117	117	1,481	881
Others	109	24	112	4
Shippers	1,637	16	1,415	2

Total ..... 5,666 396 7,340 3,478

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,900	1,048	2,084	1,343
Wilson & Co.	2,216	1,336	2,064	1,541
Others	201	33	825	—

Total ..... 4,416 2,417 4,973 2,884

Not including 30 cattle and 999 hogs bought direct.

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,850	1,530	1,414	6,938
Dold Pkg. Co.	961	253	972	29
Wichita D. B. Co.	13	—	—	—
Dunn-Ostertag	119	—	—	—
Fred W. Dold	116	—	379	—
Sunflower Pkg. Co.	53	—	76	—
S. West Beef Co.	4	—	—	—
Pioneer Cattle Co.	92	—	—	—
Keefe Pkg. Co.	298	—	—	—

Total ..... 3,506 1,783 2,841 6,967

Not including 1,676 hogs bought direct.

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,483	4,124	6,792	772
Cudahy Pkg. Co.	623	2,360	—	—
R. R. R. F. & S. Co.	253	27	—	—
Swift & Co.	3,916	5,658	12,354	1,475
United Packing Co.	1,852	259	—	—
J. T. McMillan Co.	—	578	—	—
Others	336	37	4,843	—

Total ..... 9,413 18,043 23,980 2,247

Not including 8 cattle, 165 calves, 1,097 hogs and 1,115 sheep bought direct.

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,500	166	1,752	9,506
Cudahy Pkg. Co.	1,137	155	1,697	8,339
Newton Pkg. Co.	1,573	143	1,524	1,653
Others	2,122	221	1,144	11,001

Total ..... 6,332 685 6,117 30,499

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,823	7,115	8,080	559
Omaha Pkg. Co., Chi.	882	—	—	—
Newton Pkg. Co.	50	—	—	—
Armour & Co., Minn.	994	3,603	—	—
N. Y. B. D. M. Co.	40	—	—	—
Pitt. Prod. Co.	19	—	—	—
Shipper	219	18	50	—
Others	900	785	48	219

Total ..... 5,192 11,521 8,178 788

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	2,559	806	7,078	360
Hilgemeter Bros.	1,245	284	2,238	—
Stump Bros.	8	—	1,094	—
Meier Pkg. Co.	83	5	287	—
Ind. Prov. Co.	49	17	123	—
Maas Hartman Co.	45	18	94	39
Waibitz and Deters	66	94	160	39
Shipper	2,474	2,768	19,306	1,794
Others	795	98	201	154

Total ..... 7,324 4,150 30,928 2,353

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son	—	47	—	189
E. Kahn's Sons	892	639	5,102	121
Lohrey Pkg. Co.	—	4	225	—
H. H. Meyer Pkg. Co.	18	—	3,136	—
J. Schlachter & Son	166	236	—	23
J. & F. Schroth P. Co.	14	—	3,013	—
Shipper	435	4,198	—	—
Others	1,414	842	572	154

Total ..... 2,886 2,478 16,246 487

Not including 750 cattle, 176 calves, 1,768 hogs and 985 sheep bought direct.

### RECAPITULATION.

#### CATTLE.

Week ended	Cor.	Prev. week.	May 1.	1936.
Chicago	40,196	40,439	41,807	
Kansas City	14,283	14,713	12,811	
Omaha*	15,803	16,475	19,929	
East St. Louis	12,010	12,682	12,203	
St. Joseph	4,854	4,957	4,810	
Sioux City	5,068	7,669	14,161	
Oklahoma City	4,110	4,055	3,908	
Wichita	5,006	3,041	2,237	
Denver	6,332	6,755	4,726	
St. Paul	9,413	13,502	16,936	
Milwaukee	7,324	6,780	6,652	
Ft. Worth	—	26,432	25,773	
Total	217,393	243,808	265,484	

\*Cattle and calves.

#### HOGS.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Oklahoma City	Wichita	Denver	St. Paul	Milwaukee
Armour and Co.	55,080	35,525	38,704	—	—	—	—	—	—	—	—
Cudahy Pkg. Co.	39,688	39,225	33,410	—	—	—	—	—	—	—	—
Swift & Co.	9,939	17,958	22,759	—	—	—	—	—	—	—	—
United Packing Co.	45,904	19,781	10,846	—	—	—	—				

6,631  
586  
27,276  
238,666

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVIDER show the number of livestock slaughtered at 16 centers for the week ended.

### CATTLE.

	Week ended May 1.	Prev. week. 1936.	Cor. week. 1937.
Chicago	30,151	30,660	33,305
Kansas City	18,786	17,733	15,757
Omaha	15,060	17,885	18,636
St. Louis	15,904	14,837	14,140
St. Joseph	5,617	5,843	5,223
Sioux City	4,496	6,320	10,518
Wichita	5,280	4,635	2,903
Fort Worth			6,350
Philadelphia	2,173	2,280	2,132
Indianapolis	2,621	1,932	1,936
New York & Jersey City	9,818	9,604	9,676
Oklahoma City	6,872	6,284	5,937
Cincinnati	3,490	3,732	3,839
Denver	4,477	4,892	5,593
St. Paul	9,071	11,565	11,565
Milwaukee	3,647	3,737	3,762
Total	137,388	142,058	137,815

\*Cattle and calves.

### HOGS.

Chicago	72,375	92,710	70,600
Kansas City	18,371	22,848	28,605
Omaha	16,108	22,299	21,941
East St. Louis	50,119	51,790	43,789
St. Joseph	9,619	10,127	9,483
Sioux City	8,323	12,133	18,423
Wichita	4,517	6,117	6,282
Fort Worth			6,807
Philadelphia	16,925	17,181	14,428
Indianapolis	7,155	11,294	7,704
New York & Jersey City	44,446	45,052	36,922
Oklahoma City	5,972	6,297	8,237
Cincinnati	12,556	14,731	11,879
Denver	6,048	6,964	4,700
St. Paul	25,584	31,387	38,916
Milwaukee	8,183	8,542	10,366
Total	307,091	359,422	342,592

### SHEEP.

Chicago	47,062	40,212	37,781
Kansas City	39,688	39,253	33,410
Omaha	20,707	21,600	25,630
East St. Louis	20,500	14,550	5,189
St. Joseph	19,416	21,279	24,285
Sioux City	3,746	6,033	7,757
Wichita	6,967	2,412	4,087
Fort Worth			27,276
Philadelphia	3,532	3,987	4,748
Indianapolis	981	911	4,441
New York & Jersey City	47,879	56,234	60,306
Oklahoma City	2,884	2,288	2,820
Cincinnati	1,379	633	1,470
Denver	7,536	5,981	6,970
St. Paul	2,247	3,060	1,895
Milwaukee	778	1,193	1,895
Total	225,034	223,178	251,371

## 1936 FARM LIVESTOCK INCOME

Hogs, veal calves, sheep, lambs, wool, butter, butter fat and other livestock products brought farmers higher prices in 1936 than in 1935, and the average of all livestock and livestock products combined was up about 3 per cent during this period, according to estimates by the U. S. Bureau of Agricultural Economics. Farm income for January,

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

### WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
Week ending May 1, 1937.....	9,371	2,958	2,560
Week previous .....	7,749 1/2	2,648	2,329
Same week year ago.....	9,302 1/2	2,726	3,037
Week ending May 1, 1937.....	1,491	1,352	2,276
Week previous .....	1,391	1,262	2,376
Same week year ago.....	1,275	806	1,521
Week ending May 1, 1937.....	324	460	35
Week previous .....	241	607	79
Same week year ago.....	218	459	80
Week ending May 1, 1937.....	18,128	2,436	1,197
Week previous .....	15,591	2,584	1,099
Same week year ago.....	21,634	1,750	728
Week ending May 1, 1937.....	48,742	16,976	15,483
Week previous .....	37,189	15,800	15,036
Same week year ago.....	21,352	8,464	13,981
Week ending May 1, 1937.....	3,323	483	828
Week previous .....	2,262	477	734
Same week year ago.....	1,750	525	905
Week ending May 1, 1937.....	1,618,022	368,353	294,377
Week previous .....	1,791,399	341,944	255,984
Same week year ago.....	1,280,408	351,101	263,241
Week ending May 1, 1937.....	494,841	.....	.....
Week previous .....	302,642	.....	.....
Same week year ago.....	451,597	.....	.....

### LOCAL SLAUGHTERS.

Week ending May 1, 1937.....	9,818	2,173	....
Week previous .....	9,604	2,289	....
Same week year ago.....	9,676	2,132	....
Week ending May 1, 1937.....	15,902	3,724	....
Week previous .....	16,048	3,743	....
Same week year ago.....	17,084	2,793	....
Week ending May 1, 1937.....	43,663	16,925	....
Week previous .....	48,861	17,161	....
Same week year ago.....	39,432	14,428	....
Week ending May 1, 1937.....	47,879	3,532	....
Week previous .....	56,234	3,987	....
Same week year ago.....	60,306	4,748	....

1937, was reported by the bureau as totaling \$626,000,000, as compared with \$550,000,000 in the like month last year.

The report cites average prices by states for livestock. New Jersey farmers received higher average prices for hogs in 1936 than farmers in any other state; Illinois topped other states on average prices for beef cattle; New Jersey was highest on veal calves; Texas highest on sheep, and Massachusetts and New Jersey highest on lambs.

Increased consumer buying power was largely responsible for the increase in hog prices, as an average for the country, despite increased slaughter of

hogs. Price-depressing factors on beef cattle were said to be increased slaughter and inferior quality of the animals going to market. Average of prices for all livestock and livestock products was 46 per cent higher in 1936 than in 1934, and 69 per cent higher than in 1933.

## CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 24,369 cattle, 7,214 calves, 31,121 hogs and 13,912 sheep.

**Order Buyer of Live Stock**  
**L. H. McMURRAY**

Indianapolis, Indiana

**Do you buy your Livestock through Recognized Purchasing Agents?**



**A BULL'S EYE**  
IN ALL LIVESTOCK CENTERS

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Detroit, Mich.  
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Sioux City, Iowa

Cincinnati, Ohio  
Louisville, Ky.  
Indianapolis, Ind.  
Nashville, Tenn.  
Montgomery, Ala.

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**Everlasting Plate**



*for All Makes of Meat Grinders*

If you have trouble with your grinder plates and knives, consult The Old Timer. Send for price lists and information.

Chas. W. Dieckmann



CD Cut-More Knives with changeable blades—The OK Knives with changeable blades—Superior OK reversible plates. We can furnish plates with any size holes desired from  $\frac{1}{2}$ -inch up. Special designs made to order.

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Sales Representatives

*Why*

You Should Use **SWIFT'S  
ATLAS GELATIN**

• PURE

Meets all state and federal pure food regulations.

• HIGH TEST

... Because of this high jelly strength, it is economical to use.

• TASTELESS

So that the true meat flavor is not obscured.

• TRANSPARENT

so the meats can look their very best.

SWIFT & COMPANY General Offices: CHICAGO

*Up and Down the*

# ★ MEAT TRAIL

## Meat Packing 40 Years Ago

(From The National Provisioner, May 8, 1897.)

U. S. Department of Agriculture extended the meat inspection system in vogue in Kansas City packinghouses to cover Jacob Dold & Sons at Wichita. Dr. C. W. Barth became chief inspector of the newly created branch.

Miller & Lux, largest firm of butchers on the Pacific coast, was incorporated, the incorporation to last 50 years, with capitalization of \$12,000,000. Henry Miller was president.

William Harris started a dressed meat business in Toronto, Canada, and planned to develop this into an export business.

Stockholders of Libby, McNeill & Libby voted to increase the capital stock from \$600,000 to \$1,000,000, extra capital for working purposes. The board was increased from seven to nine members, consisting of G. F. Swift, L. F. Swift, E. F. Swift, L. A. Carton, W. F. Burrows, A. H. Veeder, W. C. D. Graninis, F. R. Kaufman and Edward Tilden.

T. A. Adams, for many years superintendent for Swift & Co. in the Eastern district and financial manager for G. F. and E. C. Swift in New York and vicinity, entertained his staff at a farewell dinner and introduced his successor, R. A. Parker.

Armour and Company purchased land at Lynn, Mass., for the erection of a branch house.

Cudahy Packing Co. opened a branch at Ft. Smith, Ark.

## Meat Packing 25 Years Ago

(From The National Provisioner, May 11, 1912.)

Stocks of lard on hand on May 1, 1912, in Europe, afloat and at principal points in the United States totaled 322,477 tierces. This compared with 192,236 tierces at the like period of 1911, and was the heaviest for the period in five years.

Lack of foundation of charges made in a resolution in Congress asking for investigation of alleged collusion between the federal meat inspection service and inspected packers was brought out in congressional hearings and in statements of the U. S. Department of Agriculture.

Profits of La Plata Cold Storage Co., one of the larger meat packing companies in the Argentine, were reported as \$636,687 for 1911.

Birmingham Packing Co., Birmingham, Ala., made additions and improvements to its plant costing \$30,000.

Street & Corkran, Baltimore, Md., leased a property to be remodeled into a pork packing plant.

Swift & Company opened a new branch house in Baltimore, Md., with C. S. Hopkins as manager.

Bids were asked for a \$40,000 branch house at El Paso, Tex., for Sulzberger & Sons Co.

Western Beef & Provision Co. was formed at Indianapolis, Ind. Capital stock \$10,000. Incorporators, G. M. Walker, C. R. Bangs and P. Liehr, jr.

## Chicago News of Today

President John W. Rath, Rath Packing Co., Waterloo, Ia., was a visitor in Chicago during the week.

Frank J. Sullivan, former president Sullivan Packing Co., Detroit, Mich., now retired, was visiting old packinghouse friends in Chicago this week.

Chas. J. Barbosky, sales manager, Major Bros. Packing Co., Mishawaka, Ind., was in Chicago this week.

Many Chicago general office employees of Swift & Company will have a full Saturday off each week during the summer, according to a plan announced recently. Daily working hours have been arranged so that the number of hours worked weekly will be the same. Employees who are needed at the general office on Saturdays will be allowed equivalent time off during the week.

Mrs. Edward A. Cudahy, sr., died at her home, 22 Banks st., Chicago, on May 3. She had been in frail health for more than a year. Born Elizabeth Murphy, in Milwaukee, Wis., on April 22, 1859, she was married in 1884 in that city to Mr. Cudahy. In 1887 the Cudahys took up their residence in Omaha, where headquarters of the Cudahy Packing Co. were established. They resided in that city until 1911, when they moved to Chicago. In her younger days Mrs. Cudahy was noted in musical circles as a vocalist of rare talent. She devoted much of her time to philanthropic work, and a long list of charities bear witness to her interest. The Elizabeth M. Cudahy Memorial Library was erected and presented to Loyola University, Chicago, as a tribute to Mrs. Cudahy

by her husband in 1930. Mrs. Cudahy is survived by her husband, Edward A. Cudahy, chairman of the Cudahy Packing Co., E. A. Cudahy, jr., president, four daughters: Jean (Mrs. F. E. Wilhelm); Helen (Mrs. A. H. Niblack); Florence (Mrs. Vaughn C. Spalding), all of Chicago, and Alice (Mrs. J. N. Stearns, jr. of New York), 11 grandchildren and one great-grandchild.

Arne Houlberg, director of S. Houlberg, Ltd., meat packers of Copenhagen, Denmark, who has been spending some time in this country studying American packing methods, left Chicago this week for a motor trip to the Pacific Coast, visiting packing houses en route. He will sail from San Francisco for Japan on a round-the-world trip, returning to Copenhagen in October. Mr. Houlberg is a son of August Houlberg, president of S. Houlberg, Ltd., and a grandson of the founder of the company, now retired. The Houlberg company specializes in provisions, sausages and canned goods. Located in the heart of Copenhagen, the company does no slaughtering, this operation being taken care of at a central point for all city plants. Handling of fresh meats, curing operations, sausage manufacture and meat canning are carried on in the Houlberg plant, which has an extensive export business to various Continental coun-



## PRIZE HAM COOK

Mrs. Percy Fink, Virginia's No. 1 cook, arrives in New York to enter her peanut-fed ham in the national cooking contest. News photographers thought she was a Hollywood movie queen trying to sneak in on them. She looks the part.

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Address.....



## MAPLEINE Brings Out Sausage Flavor

MAPLEINE is an ideal flavor tonic for pork products. It emphasizes the sweet nut-like flavor of fine sausage. It is a non-volatile, pure vegetable flavoring agent.

CRESCENT MANUFACTURING COMPANY  
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PROFITS  
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PRODUCT  
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Favorite



## MAPLEINE



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Baystoen  
Sani Close  
Meat Branding Inks—  
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Western Branches: 923 E. 3rd St., Los Angeles; 1260 Sansome St., San Francisco  
In Canada: J. H. Stefford Co., Ltd., 21 Heyler St., Toronto, Ont.

tries, particularly Germany. The latter country furnishes the company's principal outlet for lard, as well as many other products.

Felix Damoy, Pierre Damoy, Jean Brifert, Andre Beloeil and Andre Faure, members of the French provision and meat and food processing firm of Damoy & Cie., Paris, visited the Visking Corp. plant this week. They are making a tour of the United States to study American methods of production.

H. R. Park, traffic manager, Chicago Livestock Exchange, and C. B. Heinemann, of the Chicago Union Stock Yards Co., talked on livestock marketing problems to University of Illinois students visiting the yards this week.

Richard and Robert Loewenstein, twin sons of president Ira Loewenstein, Superior Packing Co., reach their 21st birthday on May 12 and the occasion will be properly celebrated. "Dick" and "Bob" have been brought up in the business to succeed their famous father, and



#### PACKINGHOUSE TWINS

Richard and Robert S. Loewenstein, twin sons of president Ira Loewenstein, Superior Packing Co., Chicago and St. Paul, Minn. "Dick" and "Bob" celebrate their 21st birthday on May 12.

now that they have arrived at their majority they are duly qualified to step into Dad's shoes—whenever Dad gets ready to retire in their favor! That may not be very soon, judging by the pace Dad is now setting in developing this rapidly growing business. The plant at St. Paul is growing by leaps and bounds, and the time is not far distant when the famous twins may be sent to St. Paul to take charge of it. The boys give every indication of justifying their classification as "future packer leaders."

long been manager of Swift's Chicago city market.

E. J. Davidson, branch house department, and Leo Bartenstein, engineering department, Wilson & Co., Chicago, were visitors to New York last week.

The firm of Earley & Cronkhite, packinghouse brokers, will be dissolved as of May 15, when all accounts and activities will be taken over by Robert W. Earley, who will operate individually under his own name and continue his headquarters at 259 West 14th St., New York.

#### COUNTRYWIDE NEWS NOTES

Jay C. Hormel, president, Geo. A. Hormel & Co., Austin, Minn., has been making a trip to the Pacific Coast, in the course of which he visited his father, Geo. A. Hormel, at the latter's home in Beverley Hills, Calif.

Gilbert Krause, of Cudahy Bros. Co., Cudahy, Wis., was the first winner of a \$10 cash prize offered by S. Oppenheimer & Co. for sausage sayings to appear in their "Susie Sausage" series which is featured weekly in THE NATIONAL PROVISIONER. Other prize winners will be announced from time to time and prize-winning sayings will appear as the awards are made.

J. H. Mercer, secretary-treasurer of the Kansas Livestock Association, died on May 5 at his home in Topeka at the age of 72 years, after a month's illness. He was a leader in livestock circles, and was state livestock sanitary commissioner for Kansas and a director of the National Livestock and Meat Board. He was a national figure in all matters connected with forming agricultural and livestock policies, and his advice and counsel was valued by all interests connected with the livestock and meat industries. He was born in Ohio and went to Kansas in 1887, soon engaging in the livestock business, in which he continued all his life. He is survived by a widow and three daughters.

South San Francisco Packing & Provision Co. recently opened a new 2-story and basement concrete plant at San Francisco, Calif. The most-up-to-date killing and processing equipment is in use in the new unit. With the opening of its new plant Dewey Anderson was named assistant vice president and superintendent; Edwin Heinsohn, assistant secretary and office manager, and Joe Morris, sales manager.

No interruption in trading has resulted from destruction of the sheep division of the St. Paul Union Stockyards by fire on the night of April 29. The damage was estimated at \$268,000, almost all in pens and buildings, only one animal being lost in the blaze. The entire roofed-over sheep section was destroyed and six scale houses burned. A high brick fire wall prevented spread of flames to the hog section. The ground will be cleared and rebuilding completed by fall.

#### NEW YORK NEWS NOTES

P. J. Thogerson, sales manager, Jacob E. Decker & Sons Co., Mason City, Ia., spent several days in the East last week and visited at the company's New York office.

L. J. Fluckiger, for several years manager of Swift & Company's West Harlem branch, has been transferred to Plainfield, N. J., to assume similar duties there. Succeeding him at his former post is L. A. Dwyer, who had

Swift & Company has occupied its new branch house building at Jackson, Mich. The brick and concrete structure contains 1,440 cu. ft. of cooler space and 1,300 cu. ft. of dry storage space with office, storerooms and refrigerator plant. The meat storage section is cooled by unit cooler set in a wall alcove.

Associated Meat Producers, Inc., has been organized at Twin Falls, Ida., and will erect a meat packing plant there to handle livestock from the surrounding country. Product will be marketed in California, according to Charles F. Kamrath, packinghouse engineer and architect, who has assisted in formation of the project.

Chas. H. Welling & Co., who represent the Z Pack Corporation, controlling the patents for the "Z" process of quick freezing, have removed their headquarters in New York City to the Graybar bldg., 420 Lexington ave., New York City. Use of the "Z" process for quick-freezing poultry is rapidly expanding in the poultry industry, and is being extended to meats and other food products.

E. G. Rutherford, old-time manager of Anglo American Provision Co., Chicago, who now lives in Beverley Hills, Calif., is frequently seen polishing up his golf game on the Hollywood courses in company with Geo. A. Hormel, who is some golfer himself.

#### INDUSTRY LEADER PASSES

Wm. E. Felin, president, John J. Felin & Co., Inc., Philadelphia, passed away at the Germantown hospital, Philadelphia, on May 5, after an illness of three weeks. Death was due to pneumonia. At the age of 40 he was the head of one of the important units of the meat packing industry. Like his father before him, he was looked to for constructive leadership and sound advice in industry activities, and his counsel will be missed both in local and national packing circles. He was a director of both the Institute of American Meat Packers and the Eastern Meat Packers' Association. Graduated from the Germantown Academy and the University of Pennsylvania, he succeeded his father, John J. Felin, as head of the company upon the death of the latter in 1929, and the company has continued its sound growth under his direction. In the world war he served with the U. S. Marine Corps and was a member of many civic and social organizations in his city. He is survived by his wife, Mae Farley Felin; a son, Wm. E. Felin, Jr.; a daughter, Dolores; his mother, Mrs. Elizabeth E. Felin; two sisters and a brother, John J. Felin, Jr.

WM. E. FELIN

## PRODUCE MARKETS

### BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@30%	32½@32½
Creamery (90-91 score)....	28 @29	31½@32
Creamery firsts (88-89 score).....	28½@29	30½@31½

### EGGS.

Extra firsts	20% @21
Firts, fresh	19% @20½
Standards	22% @23

### LIVE POULTRY.

Fowls	10 @18½	10 @22
Broilers	20 @24	14 @26
Fryers	23 @25	
Turkeys	14 @16	12 @20
Ducks	12 @16	10 @13
Geese	9 @11	7 @9

### DRESSED POULTRY.

Chickens, 31-42, frozen	22 @23	23 @24½
Chickens, 43-54, frozen	24 @25½	25½@26½
Chickens, 55 & up, frozen	26 @26½	27 @27½
Fowls, 31-47, fresh	17 @20½	18½@21
48-59, fresh	22½@22½	23 @23½
60 and up, fresh	22½@23½	22½@24
Turkeys, frozen	20 @24½	21½@25
Ducks, frozen	18 @18	17 @17

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended April 29, 1937:

	Apr. 23	24	25	27	28	29
Chicago	30½	30½	30%	31-	31½	31
N. Y.	32½	32½	32½	33	34-	34
Boston	33	33½	33½	34	34-	34½
Phila.	33½	33½	33½	34	35	35
San. Fran.	33	33	33	33	33	33

Wholesale prices carlots—fresh & centralized—90 score at Chicago:

	30½	30%	30%	31-	31½	30%
Receipts of butter by cities (tubs):						
This week.	Last week.	Last year.	Since Jan. 1,			
Chicago	41,200	45,705	806,025	927,416		
N. Y.	42,541	43,422	40,405	933,910	1,055,442	
Boston	15,182	14,432	16,061	349,214	364,901	
Phila.	19,506	18,272	21,860	332,999	358,331	
Total	116,900	117,386	133,031	2,422,148	2,705,990	

### Cold storage movement (lbs.):

In	Out	On hand	Same week day last year.
April 29.	April 29.	April 30.	
Chicago ...	57,364	5,694	442,905
			224,240
New York ...	1,240	109,606	1,257,651
			1,942,118
Boston ...	40	1,300	27,754
			180,732
Phila. ...	51,725	2,905	516,602
			428,900
Total ...	110,369	119,505	2,244,402
			2,775,990

## AMONG NEW YORK RETAILERS

The annual ladies' night of the Eastern District Branch was held at Schwaben Hall. Novelty dances were under the guidance of Ed Rath. A buffet supper was served and each lady was presented with a suitable gift. Secretary Fred Riester presented retiring president Joseph Wagner with a wrist watch. Secretary Riester was presented with a travel tour as a gift of the branch.

Installation of officers was the principal order of business at the recent meeting of the Ladies' Auxiliary. Mrs. Charles Schuck was the installing officer and inducted the following: President Mrs. William Kramer; first vice president, Mrs. Oscar Schaefer; second vice president, Mrs. William Wolf; recording secretary, Mrs. Gus Hernquist; corresponding secretary, Mrs. Chas. Hembdt; financial secretary, Mrs. Chris Fischer; treasurer, Miss M. B. Phillips; warden, Mrs. B. Werner.

The 30th anniversary dinner dance of South Brooklyn Branch was held at the

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 6, 1937:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, 300-500 lbs. <sup>1</sup> :				
Choice	\$17.00@18.00			
Good	15.00@17.00			
Medium	14.00@15.00			
Common (plain)	13.00@14.00			
STEERS, 500-600 lbs.:				
Prime	18.50@19.50			
Choice	17.50@18.50			
Good	15.50@17.50			
Medium	14.00@15.50			
Common (plain)	13.00@14.00			
STEERS, 600-700 lbs.:				
Prime	19.00@20.00			
Choice	18.00@19.00			
Good	17.00@18.00			
Medium	16.00@17.00			
Common (plain)	15.00@16.00			
STEERS, 700 lbs. up:				
Prime	19.50@20.50			
Choice	18.50@19.50			
Good	17.50@18.50			

COWS:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Choice	18.00@14.00			
Good	12.00@13.00			
Medium	11.00@12.00			
Common (plain)				

Fresh Veal:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Choice	15.00@16.00			
Good	14.00@15.00			
Medium	12.50@14.00			
Common (plain)	11.00@12.50			

Fresh Lamb and Mutton:	SPRING LAMB:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
	Choice	18.50@19.50		19.00@21.00	
	Good	17.50@18.50		18.00@20.00	
	Medium	16.50@17.50		17.00@19.00	
	Common (plain)	15.50@16.50		16.00@18.00	

LAMBS, 38 lbs. down:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.	
	Choice	18.00@19.00		18.00@19.00	
	Good	17.00@18.00		17.00@18.00	
	Medium	16.00@17.00		16.00@17.00	
	Common (plain)	15.00@16.00		15.00@16.00	

LAMBS, 39-45 lbs.:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.	
	Choice	17.50@18.50		17.50@18.50	
	Good	16.50@17.50		16.50@17.50	
	Medium	15.50@16.50		15.50@16.50	

LAMBS, 46-55 lbs.:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.	
	Choice	17.00@18.00		17.00@18.00	
	Good	16.00@17.00		16.00@17.00	

MUTTON, Ewe, 70 lbs. down:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.	
	Good	9.50@10.50		10.00@11.50	
	Medium	9.00@9.50		9.00@10.00	
	Common (plain)	8.00@9.00		7.00@8.00	

FRESH PORK CUTS:	LOINS:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
	8-10 lbs. av.	23.00@24.00		21.50@22.50	
	10-12 lbs. av.	22.00@23.50		21.50@22.00	
	12-15 lbs. av.	20.50@22.00		20.00@21.50	
	16-22 lbs. av.	18.50@19.50		18.50@20.00	

SHOULDERS, N. Y. Style, Skinned:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.	
	8-12 lb. av.	15.00@16.50		15.50@16.50	

PICNICS:	6-8 lb. av.	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
	15.00@16.00				

BUTTS, Boston Style:	4-8 lb. av.	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
	18.00@19.50			18.50@19.50	18.00@19.50

SPARE RIBS:	Half Sheets	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
	13.00@14.00				

TRIMMINGS:	Regular	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
	12.00@12.50				

<sup>1</sup>Includes heifers, 450 lbs. down, at Chicago.

<sup>2</sup>Includes "skin on" at New York and Chicago.

St. George Hotel Wednesday evening of last week. Peter Willenbacher was chairman and introduced the toast-master, Joseph Rossman, an active member and a past president. Speakers included Henry Slossman, David van Gelder, Harry Kamps, M. Smith, Jack Hanna, D. Selke, D. Deerson, Max Haas, Leo Fleischman, Anton Hehn, A. Seidl, President Theo. Meyer of the New York Butchers' Calfskin Association, President George Kramer and Treasurer Charles Schuck of the Butchers' Mutual Casualty Co., C. Haussman, President Louis Wagner, sr., of the state association, Mrs. William Kramer, president Ladies' Auxiliary and Business Manager John Harrison of the branch, who was celebrating his 58th birthday.

## EDUCATING MEAT DEALERS

Opportunity to talk shop, exchange ideas, witness demonstrations and listen to talks by authorities in the field of meat merchandising was afforded men of the meat trade in Oklahoma and Kansas with the announcement of short courses for retail meat dealers at the Oklahoma A. and M. College and Kansas State College. The Oklahoma short course was conducted on April 19 and 20 and the Kansas short course, April 22 and 23. Cooperating were faculty members of both these institutions, the National Live Stock and Meat Board and state retailer associations.

Lectures and demonstrations included such subjects as, "Pricing Meat Cuts for Profit", "Relation of Fat to Palatability of Beef", "Selling Slow Moving Meat Cuts", "Getting New Customers Through Knowledge of Meat Cookery", "Unusual Meat Cuts", "Cashing-In on Slow-Moving Cuts", etc.

At both short courses home economists discussed various food values of meat. Talks also were given on refrigeration and sanitation and on the retail market from the standpoint of the housewife. At each short course a feature of the program was a meat judging contest for all present. Those attending received meat literature furnished by the National Live Stock and Meat Board, including the book, "Pricing Retail Meat Cuts", and merchandising manuals on beef, pork and lamb.

## GEORGIA TAXES CHAINS

Georgia now has a graduated tax on chain stores under a law recently passed by the legislature. Under the law an annual levy of \$2 is assessed against the first store, \$10 against the second, and the tax is increased \$5 per store thereafter up to \$200 a store for the fortieth unit. Each store over the fortieth will be assessed \$200. In addition to taxing chain stores, the law applies special taxes to mail order houses which begin at \$2,000 a store.

## CHAIN FOOD SALES GAIN

Daily average dollar sales of chain food stores were about 8 per cent greater in March than in the same month last year, according to the U. S. Department of Commerce. March sales also showed a 2.6 per cent increase over February, a reversal of the usual decline or slight increase for this period. Sales in March, 1937, were still 18.5 per cent below 1929 volume for the same group of reporting stores. The estimates are based on records of eight large food chains and represent stores continuously in operation since 1929.

Watch Classified page for good men.

## NEWS OF THE RETAILERS

Community Meat Market has been opened in Reed City, Mich., by Fred E. Lewis.

Mead & Dunn have engaged in meat business in Coeur d'Alene, Ida.

C. F. Bishop, jr., has sold meat business in Seattle, Wash., at 5412 32nd Ave., N. W., to W. S. Harrah.

A. E. Thornberg has purchased meat business of R. J. Schroeder, Burns, Ore.

Hoyt Wildman opened a meat market in Lynnville, Ia.

Bernard A. Klimowski opened meat market at 750 East Franklin St., Minneapolis, Minn.

J. C. Knoll has taken over meat department of Morck Grocery, Mandan, N. D.

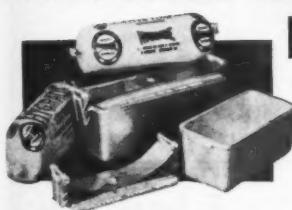
Peter Simcoe will open meat business at 1010 So. 2nd St., Milwaukee, Wis.

Herm. Druschke will open meat market at 2700 W. Wright St., Milwaukee, Wis.

M. G. Hallada, Seymour, Wis., meats, was incorporated with capital of \$75,000. Incorporators are Clarence Hallada, Raymond Hallada, Matthias Hallada.

Red Front Meat Market recently opened on East Wisconsin ave., Oconomowoc, Wis. While located in the A. & P. store it is entirely separate and privately owned.

## PERFECTION HAM & MEAT LOAF MOLDS



Sturdy and simple construction. Most practical shapes and sizes for the trade. Who buys them once, always repeats orders.

Many satisfied customers

Made of a special patented aluminum alloy which is tough. Our molds give service when others are gone and forgotten.

Prices are right

Buy direct from manufacturer and save money. Write for details.

**C. T. LENZKE & CO.**

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**SMITH, BRUBAKER & EGAN**

ARCHITECT & ENGINEERS

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CHICAGO, ILLINOIS.

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THE MEAT PACKING INDUSTRY

**THE CUDAHY PACKING CO.**

Importers and Exporters of

**Selected Sausage Casings**

221 North La Salle Street

Chicago, U. S. A.

## Use NEVERFAIL

**THE PERFECT CURE**  
for making the  
best in Sausage,  
Hams and Bacon



"The Man Who Knows"

Canadian Sales Office: 159 Bay St., Toronto

**H. J. MAYER & SONS CO.**

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CANADIAN PLANT WINDSOR, ONTARIO

## STOCKINETTE

BAGS and TUBING for BEEF—HAM—LAMB  
SHEEP—PIGS—CUTS—CALVES  
FRANKS, Etc.

We Have Used Colors to Designate Sizes  
for Several Years

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Joseph Wahlman.

Dept. Mgr.

(Formerly with Armour & Company)

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Sheep Bag

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## Hunter Packing Company



East St. Louis, Illinois

*Straight and Mixed Cars  
of Beef and Provisions*

NEW YORK OFFICE  
410 W. 14th Street

REPRESENTATIVES:  
Wm. G. Joyce, Boston  
F. C. Rogers, Inc., Philadelphia

**HORMEL**  
GOOD FOOD

Main Office and Packing Plant  
Austin, Minnesota

## THE E. KAHN'S SONS CO. CINCINNATI, O.

**"AMERICAN BEAUTY"  
HAMS AND BACON**

Straight and Mixed Cars of Beef,  
Veal, Lamb and Provisions

Represented by

NEW YORK PHILADELPHIA WASHINGTON BOSTON  
H. L. Woodruff W. C. Ford Clayton P. Lee P. G. Gray Co.  
259 W. 14th St. 38 N. Delaware Av. 1108 F. St. S. W. 148 State St.



NATURE AND  
HUMAN SKILL  
combine to give  
Superb Quality  
in these imported  
canned Hams.

*Try a Case Today*

**AMPOL,**  
380 Second Ave., New York, N.Y.

*Rath's*

*from the Land O'Corn*

BLACK HAWK HAMS AND BACON

PORK - BEEF - VEAL - LAMB

*Straight and Mixed Cars of Packing House Products*

THE RATH PACKING CO.

WATERLOO, IOWA

## Superior Packing Co.

Price      Quality      Service

Chicago



St. Paul

**DRESSED BEEF  
BONELESS BEEF and VEAL**

Carlots

Barrel Lots

*Dold*

NIAGARA BRAND  
**HAMS & BACON**  
SHIPERS OF STRAIGHT AND MIXED CARS OF  
**BEEF - PORK - SAUSAGE - PROVISIONS**  
BUFFALO - OMAHA - WICHITA

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

### Carcass Beef

	Week ended May 5, 1937.	Cor. week, 1936.
Prime native steers—		
400-600	22 @22½	16½ @17½
600-800	22 @22½	16 @16½
800-1000	22 @22½	16 @16½
Good native steers—		
400-600	19½ @20½	14 @14½
600-800	19½ @20½	13½ @14½
800-1000	19½ @20½	14 @14½
Middle steers—		
400-600	16 @17	12 @12½
600-800	16½ @17	12 @13
800-1000	17½ @18	13 @13½
Heifers, good, 400-600	17½ @18	13 @13½
Cows, 400-600	11½ @13	9½ @12
Hind quarters, choice	@28½	@24
Fond quarters, choice	@16½	@12

### Beef Cuts

Steer loins, prime.....	@45	unquoted
Steer loins, No. 1.....	@42	@32
Steer loins, No. 2.....	@36	@26
Steer short loins, prime.....	@69	unquoted
Steer short loins, No. 1.....	@59	@45
Steer short loins, No. 2.....	@47	@33
Steer loin ends (hips).....	@26	@20
Steer loin ends, No. 2.....	@25	@19
Cow loins.....	@22	@19
Cow short loins.....	@27	@22
Cow loin ends (hips).....	@18	@16
Steer ribs, prime.....	@33	unquoted
Steer ribs, No. 1.....	@28	@21
Steer ribs, No. 2.....	@28	@16
Steer ribs, No. 3.....	@16	@14
Cow ribs, No. 1.....	@15	@12
Cow ribs, No. 2.....	@19	@14
Steer rounds, No. 1.....	@18½	unquoted
Steer rounds, No. 2.....	@18	@14
Steer chuck, prime.....	@25½	unquoted
Steer chuck, No. 1.....	@14	@11½
Steer chuck, No. 2.....	@13½	@11
Cow rounds.....	@13½	@12
Steer chuck.....	@12	@11
Steer plates.....	@11	@9
Briskets, No. 1.....	@16	@12
Steer neck ends.....	@ 9	@ 7½
Few shanks.....	@ 9	@ 8
Kid shanks.....	@ 6	@ 4
Strip loins, No. 1, bms.....	@68	@45
Strip loins, No. 2.....	@53	@35
Sirloin butts, No. 1.....	@34	@24
Sirloin butts, No. 2.....	@24	@20
Beef tenderloins, No. 1.....	@80	@65
Beef tenderloins, No. 2.....	@65	@60
Rump butts.....	@14	@13½
Flank steaks.....	@24	@18
Shoulder clods.....	@15½	@14
Hanging tenderloins.....	@16	@12
Endives, green, 6½ lbs.....	@16	@15½
Outsides, green, 5½ lbs.....	@15½	@13½
Knuckles, green, 5½ lbs.....	@17	@14

### Beef Products

Brains (per lb.).....	@ 8	@ 7
Hearts.....	@10	@ 9
Tongues.....	@18	@18
Sweetbreads.....	@17	@15
Ox-tails, per lb.....	@10	@ 8
Fresh tripe, plain.....	@ 9	@ 8
Fresh tripe, H. C.....	@11½	@11½
Livers.....	@18	@18
Kidneys, per lb.....	@10	@10

### Veal

Choice carcass.....	15 @16	14 @15
Good carcass.....	13 @14	12 @13
Good saddles.....	16 @19	14 @17
Good racks.....	12 @13	12 @13
Medium racks.....	8 @ 9	9 @10

### Veal Products

Brains, each.....	@ 9	@ 9½
Sweetbreads.....	@40	@35
Calf livers.....	@45	@35

### Lamb

Choice lambs.....	@19	@21
Medium lambs.....	@17	@19
Choice saddles.....	@21	@24
Medium saddles.....	@19	@22
Choke fore.....	@17	@18
Medium fore.....	@16	@17
Lamb fries, per lb.....	@30	@32
Lamb tongues, per lb.....	@15	@15
Lamb kidneys, per lb.....	@20	@20

### Mutton

Heavy sheep.....	@ 8½	@ 9
Light sheep.....	@12	@14
Heavy saddles.....	@10	@13
Light saddles.....	@14	@18
Heavy forces.....	@ 6	@ 7
Light forces.....	@ 9	@12
Mutton legs.....	@17	@17
Mutton loins.....	@12	@12
Mutton stew.....	@ 6	@ 7
Sheep tongues, per lb.....	@12½	@12½
Sheep heads, each.....	@10	@10

Week Ending May 8, 1937

### Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.....	@23	@21
Picnics.....	@14½	@15
Skinned shoulders.....	@15	@15½
Tenderloins.....	@36	@30
Spare ribs.....	@14	@12½
Back fat.....	@13	@11
Boston butts, cellar trim, 2@4.....	@19	@19
Boneless butts, cellar trim, 2@4.....	@24	@24
Hocks.....	@10	@11
Tails.....	@10	@10
Neck bones.....	@ 4½	@ 5
Slip bones.....	@13	@13
Blade bones.....	@13	@12½
Pig's feet.....	@ 5	@ 5
Kidneys, per lb.....	@ 8	@10
Livers.....	@ 9½	@ 9
Brains.....	@ 8	@12
Ears.....	@ 6	@ 6½
Snouts.....	@ 7	@ 8
Heads.....	@ 8	@ 9
Chitterlings.....	@ 5½	@ 5½

### DRY SALT MEATS

Clear bellies, 14@16 lbs.....	@16	
Clear bellies, 18@20 lbs.....	@16	
Rib bellies, 25@30 lbs.....	@15½	
Fat backs, 10@12 lbs.....	@12	
Hock backs, 14@16 lbs.....	@13½	
Regular plates.....	@12	
Jowl butts.....	@10½	

### WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper.....	23 @24%	
Fancy skd. hams, 14@16 lbs., parchment paper.....	24½ @25½	
Standard reg. hams, 14@16 lbs., plain.....	21 @22	
Picnics, 4@8 lbs., short shank, plain.....	19 @20	
Fancy bacon, 6@8 lbs., parchment paper.....	27½ @28½	
Standard bacon, 6@8 lbs., plain.....	24½ @25½	
No. 1 beef ham sets, smoked		
Insides, 8@12 lbs.....	29 @30	
Outsides, 5@9 lbs.....	26 @27	
Knuckles, 5@9 lbs.....	26 @27	
Cooked hams, choice, skin on, fatted.....	37½	
Cooked hams, choice, skinless, fatted.....	38	
Cooked picnics, skin on, fatted.....	26	
Cooked picnics, skinned, fatted.....	27	

### BARRELED PORK AND BEEF

Moose pork, regular.....	@30.50	
Family back pork, 24 to 34 pieces.....	@29.00	
Family back pork, 35 to 45 pieces.....	@29.00	
Clear back pork, 40 to 50 pieces.....	@29.50	
Clear plate pork, 25 to 35 pieces.....	@24.00	
Bean pork.....	@26.00	
Brisket pork.....	@30.00	
Plate beef.....	@20.50	
Extra plate beef, 200-lb. bbls.....	@21.00	

### VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....	\$21.00	
Lamb tongue, short cut, 200-lb. bbl.....	\$15.50	
Regular tripe, 200-lb. bbl.....	\$21.50	
Honeycomb tripe, 200-lb. bbl.....	\$26.50	
Pocket honeycomb tripe, 200-lb. bbl.....	\$29.00	

### LARD

Prime steam, cash, Bd. Trade.....	@11.40n	
Prime steam, loose, Bd. Trade.....	@10.75n	
Refined lard, tapers, f.o.b. Chgo.....	@12%	
Kettle read., tapers, f.o.b. Chgo.....	@13%	
Hole, kettle rendered, tapers, f.o.b. Chicago.....	@13%	
Neutral, in tapers, f.o.b. Chicago.....	@ 14	
Compound, veg., tapers, c.s.a.....	@ 13	

### OLEO OIL AND STEARINE

Extra oleo oil.....	12 @12½	
Prime No. 2 oleo oil.....	11½ @11½	
Prime oleo stearine, edible.....	9½ @10	
Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt.....	@ 9	
White deodorized, in bbls, f.o.b. Chgo.....	11 @11½	
Yellow, deodorized.....	11 @11½	
Soap stock, 50% f.o.b. mills.....	2½ @2½	
Soya bean oil, f.o.b. mills.....	8½ @ 9	
Corn oil, in tanks, f.o.b. coast.....	8½ @ 9	
Coconut oil, seller's tank, f.o.b. coast.....	6½ @ 6½	
Refined in bbls, f.o.b. Chicago.....	nom. 12	

### OLEOMARGARINE

(F. O. B. CHICAGO.)		
White domestic vegetable margarine.....	@16½	
White animal fat margarine, in 1 lb. cartons, rolls or prints.....	@16½	
Nut, 1-lb. cartons.....	@14	
Puff paste (water churned), (milk churned).....	@14½	

### DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	©28	
Country style sausage, fresh in link.....	©29 ¼	
Country style sausage, smoked.....	©25%	
Frankfurters, in sheep casings.....	©23	
Frankfurters, in hog casings.....	©23	
Bologna in beef bungs, choice.....	©19	
Bologna in beef middies, choice.....	©19	
Liver sausage in beef rounds.....	©15½	
Liver sausage in hog bungs.....	©18	
Smoked liver sausage in hog bungs.....	©19	
Ham cheese.....	©17%	
New England luncheon specialty.....	©24	
Minced luncheon specialty, choice.....	©19½	
Tongue sausage.....	©17	
Blood sausage.....	©18½	
Souse.....	©22%	
Polish sausage.....	©22%	

### DRY SAUSAGE

Cervelat, choice, in hog bungs.....	©40	
Thuringer cervelat.....	©21½	
Farmer.....	©27	
Holsteiner.....	©25	
H. C. salami, choice.....	©35	
Milano salami, choice in hog bungs.....	©37	
B. C. salami, new conditions.....	©35	
Friases, choice, in hog middies.....	©33	
Genoa style salami, choice.....	©44	
Pepperoni.....	©33	
Mortadella, new condition.....	©48	
Capicola.....	©37	
Italian style ham.....	©43	
Virginia hams.....	©43	

### SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	





<tbl\_r cells

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HAMS—BACON  
DRIED BEEF



HYGRADE

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*HYGRADE'S Original WEST VIRGINIA HAM*

HYGRADE FOOD PRODUCTS CORP.

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Lard  
Delicatessen

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SAUSAGE • LAMB

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408 West 14th Street

The Easkay Co. of North Carolina  
230 S. Liberty St., Annex, Winston Salem

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Straight and Mixed Cars of Fresh and Cured **PORK PRODUCTS**  
from  
THE P. BRENNAN COMPANY

CHICAGO, ILLINOIS



Liberty  
Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple  
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

**Arbogast & Bastian Company**  
MEAT PACKERS and PROVISION DEALERS  
WHOLESALE SLAUGHTERERS OF  
CATTLE, HOGS, SHEEP AND CALVES  
U. S. GOVERNMENT INSPECTION  
ALLENTOWN, PA.

**Wilmington Provision Company**  
**TOWER BRAND MEATS**  
Slaughterers of Cattle, Hogs,  
Lambs and Calves  
U. S. GOVERNMENT INSPECTION  
WILMINGTON DELAWARE

**Partridge**  
PORK PRODUCTS—SINCE 1876  
The H. H. MEYER PACKING CO.  
Cincinnati, Ohio

## Chicago Markets

(Continued from page 53.)

### SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	16½	18
Refined	17	23½
Chili Pepper, Fancy	..	22
Chili Powder, Fancy	..	22
Cloves, Amboyna	27	31
Madagascar	20	24
Zanzibar	21½	24
Ginger, Jamaica	18	20
African	..	19
Mace, Fancy Banda	65	70
East India	60	65
E. I. & W. I. Blend.	..	60
Mustard, Flour, Fancy	..	22½
No. 1	15	25½
Native, Fancy Banda	..	21½
East India	..	19½
E. I. & W. I. Blend.	..	28
Paprika, Extra Fancy	..	20½
Fancy	..	24
Hungarian, Fancy	..	26½
Popina Sweet Red Pepper	..	28½
Pisilexo (220-lb. bbls.)	..	28%
Pepper, Cayenne	..	23
Red Pepper, No. 1	..	17½
Pepper, Black Aleppy	10½	12
Black Lampung	7½	8½
Black Cellopherry	11	12
White Java Muntok	12	13½
White Singapore	11½	13
White Packers	..	12½

### SEEDS AND HERBS

	Ground for Sausage.	Whole, Sausage.
Caraway Seed	9½	11½
Celery Seed, French	22½	26½
Comino Seed	10½	13
Coriander Morocco Bleached	8	..
Coriander Morocco Natural No. 1	7	..
Marjoram Seed, Cal. Yellow	9	11
American	8	10
Marjoram, French	20	24
Oregano	17	20
Sage, Dalmatian Fancy	8½	10
Dalmatian No. 1, Fancy	8½	9½

### SAUSAGE CASINGS

(P. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.	@ 15
Domestic rounds, 140 pack.	65
Export rounds, wide.	640
Export rounds, medium.	626
Export rounds, narrow.	638
No. 1 weasands.	605
No. 2 weasands.	603½
No. 1 bungs.	620
No. 2 bungs.	610
Middles, regular.	630
Middles, select, wide, 2@2½ in.	645
Middles, select, extra wide, 2½ in. and over.	685
Dried bladders:	
12-15 in. wide, flat.	.75
10-12 in. wide, flat.	.60
8-10 in. wide, flat.	.50
6-8 in. wide, flat.	.30
Hog casings:	
Narrow, per 100 yds.	2.25
Narrow, premium, per 100 yds.	2.20
Medium, regular	2.10
English medium	1.90
Wide, per 100 yds.	1.25
Extra wide, per 100 yds.	1.00
Export bungs	.28
Large prime bungs.	.20
Medium prime bungs.	.14
Small prime bungs.	.10
Middles, per set.	.18
Stomachs	.08

Susie Sausage says:-



### LIVE CATTLE

Steers, medium	\$ @ 9.65
Cows, common and medium	6.75 @ 8.00
Cows, low cutter and cutter	5.00 @ 6.50
Bulls, cutter to medium	5.50 @ 7.50

### LIVE CALVES

Vealers, good to choice	\$ 10.00 @ 11.50
Vealers, common and medium	7.50 @ 9.75
Calves, small	5.00 @ 8.00

### LIVE LAMBS

Lambs, good to choice, spring	\$ @ 14.60
Lambs, good to choice, clipped	@ 11.50
Lambs, common to medium	@ 9.00

### LIVE HOGS

Hogs, good to choice, 170-230 lbs.	\$ @ 10.45
------------------------------------	------------

### DRESSED BEEF

#### City Dressed.

Choice, native, heavy	21 @ 23
Choice, native, light	20 @ 22
Native, common to fair	17½ @ 19½

### Western Dressed Beef.

Native steers, 600@800 lbs.	20 @ 22
Native choice yearlings, 440@600 lbs.	20 @ 22
Good to choiceifers	18 @ 19
Good to choice cows	15 @ 16
Common to fair cows	12 @ 13
Fresh bologna bulls	11 @ 12

### BEEF CUTS

	Western	City
No. 1 ribs	26 @ 28	27 @ 30
No. 2 ribs	23 @ 25	24 @ 26
No. 3 ribs	20 @ 22	21 @ 23
No. 1 loins	42 @ 46	45 @ 50
No. 2 loins	35 @ 38	40 @ 44
No. 3 loins	28 @ 30	34 @ 38
No. 1 blade and ribs	24 @ 26	25 @ 28
No. 2 blade and ribs	21 @ 23	21 @ 24
No. 3 blade and ribs	19 @ 19½	19 @ 20
No. 2 rounds	21 @ 23½	18 @ 19½
No. 3 rounds	16 @ 17	17 @ 17½
No. 1 chuck	17 @ 19	17 @ 17½
No. 2 chuck	16 @ 16	16 @ 16
No. 3 chuck	15 @ 15	15 @ 15
Bologna	11½ @ 12½	11½ @ 12½
Rolls, reg. 6@8 lbs. av.	23 @ 25	23 @ 25
Rolls, reg. 4@6 lbs. av.	18 @ 20	18 @ 20
Tenderloin, 4@6 lbs. av.	50 @ 60	50 @ 60
Tenderloin, 5@6 lbs. av.	50 @ 60	50 @ 60
Shoulder clods	12 @ 14	12 @ 14

### DRESSED VEAL

Good	16 @ 17
Medium	15 @ 16
Common	13 @ 15

### DRESSED SHEEP AND LAMBS

Lambs, spring, prime	.23 @ 24
Lambs, spring, good	.22 @ 23
Lambs, prime to choice	.20 @ 21
Lambs, good	.19 @ 20
Lambs, medium	.18 @ 19
Sheep, good	.11 @ 13
Sheep, medium	.09 @ 11

### DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$14.75 @ 15.25
-------------------------------------	-----------------

### FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	6½ @ 3½
Pork tenderloins, fresh	6 @ 3½
Pork tenderloins, frozen	6 @ 3½
Shoulders, Western, 10@12 lbs. av.	6 @ 18
Butts, boneless, Western	6 @ 22
Butts, regular, Western	6 @ 21
Hams, Western, fresh, 6@8 lbs. av.	6 @ 23
Picnic hams, West. fresh, 6@8 lbs. av.	6 @ 17
Pork trimmings, extra lean	6 @ 21
Pork trimmings, regular 50% lean	6 @ 15
Spareribs	6 @ 15

### SMOKED MEATS

Regular hams, 8@12 lbs. av.	25 @ 26
Regular hams, 10@12 lbs. av.	24 @ 25
Regular hams, 12@14 lbs. av.	24 @ 25
Skinned hams, 10@12 lbs. av.	26 @ 27
Skinned hams, 12@14 lbs. av.	26 @ 27
Skinned hams, 18@20 lbs. av.	24½ @ 25
Picnics, 4@6 lbs. av.	18 @ 19
Picnics, 6@8 lbs. av.	18 @ 19
City pickled bellies, 8@12 lbs. av.	22 @ 24
Bacon, boneless, Western	27 @ 28
Bacon, boneless, city	27 @ 28
Rollettes, 8@10 lbs. av.	21 @ 22
Beef tongue, light	21 @ 22
Beef tongue, heavy	23 @ 24

### FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Liver, boneless	29c a pound
Oxtails	18c a pound
Beef hanging tenders	23c a pound
Lamb fris	12c a pair

### BUTCHERS' FAT

Shop fat	@ 3.75 per cwt.
Breast fat	@ 4.50 per cwt.
Edible snet	@ 6.25 per cwt.
Inedible snet	@ 5.00 per cwt.

### GREEN CALFSKINS

5-9 9½-12½ 12½-14 14-18 18 up	
-------------------------------	--

Prime No. 1 Veals.	25 2.95 3.15 3.20 3.65
Prime No. 2 Veals.	24 2.75 2.95 3.00 3.35
Buttermilk No. 1.	22 2.65 2.85 2.90
Buttermilk No. 2.	21 2.50 2.70 2.75
Branded Grub.	11 1.45 1.60 1.65 1.90
Number 3.	11 1.45 1.60 1.65 1.90

### BONES AND HOOFs

Per ton.	
Round shins, heavy, delivered basis.	\$.800.00
Light, delivered basis.	70.00
Flat shins, heavy, delivered basis.	65.00
Light, delivered basis.	60.00
Thighs, blades and buttocks.	60.00
White hoofs.	50.00
Black and striped hoofs.	40.00

### COOPERAGE

(Prices at Chicago.)

Ash pork barrels, black hoops	\$1.47½ @ 1.50
Ash pork barrels, galv. hoops	1.55 @ 1.57½
Oak pork barrels, black hoops	1.37½ @ 1.40
Oak pork barrels, galv. hoops	1.45 @ 1.47½
White oak ham tierces	2.32½ @ 2.35
Red oak lard tierces	2.07½ @ 2.10
White oak lard tierces	2.17½ @ 2.20

me Chinee girl! Velly sweet and juicy allee way through. Natural casings straight from China—that's why!

**S. OPPENHEIMER & CO., INC.**

610 ROOT STREET 470 WASHINGTON STREET

Chicago New York

# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### Packinghouse Supt.

Available soon, superintendent with years of practical all-around plant operating experience. Medium or small plant, all departments, beef or pork, killing, cutting, processing, manufacturing, etc., and mechanical supervision. Handle labor efficiently; produce results with minimum operating costs. References, W-750, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Sausage Foreman

Young sausage foreman, wide thorough experience, practical and technical in both large and small plants wished new connection with reliable firm. Can adjust difficulties and make money for you. Good references; steady, sober, industrious. W-749, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Plant Manager

Young man, 20 years' packinghouse experience in sales manufacturing, slaughtering, all packinghouse departments. Acquainted with West, Central West, Eastern Seaboard. Has handled large plants, large sales organizations. Steady worker, understands economical operations and sales development. Now employed, available June 1. W-747, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Sausage Foreman

Experienced sausagemaker and capable foreman. Thoroughly qualified through training and many years' experience to produce standard and high-grade sausage, loaves, specialties and baked and boiled hams. Excellent references. Steady and sober. Married. Can go anywhere. W-746, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Men Wanted

### Salesman

Wanted, salesman with following among sausage manufacturers to represent large grinder of quality spices. Commission basis. State territory covered and lines you are selling at present. W-735, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Tank Man

Wanted, tank man for dry rendering system to take charge of tank room. W-751, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausagemakers Wanted

If you are a first-class sausagemaker, thoroughly experienced in making the best sausage and meat loaf specialties as well as curing, we want to hear from you. Send details of your experience, whether married or single, age, preference for locality and any other pertinent information. Only wide-awake, aggressive, responsible, steady men need apply.

W-752

THE NATIONAL PROVISIONER  
407 S. Dearborn St., Chicago

## Men Wanted

### Casing Salesman

Indiana, Ohio and Michigan territory available for man acquainted with this trade. All replies considered confidential. W-742, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Salesmen Wanted

See our advertisement on  
Page 46 of this issue

QUICK CURE BRINE PRODUCTS, Inc.

### Sausagemaker

Wanted, first-class sausagemaker in Middle West, who can take complete charge of factory, making from 35,000 lbs. to 50,000 lbs. per week. Must be practical, experienced man able to manufacture full line sausage products, specialties, loaves, etc., and make a strictly high-grade product. Must be able to handle help successfully, must be sober and trustworthy. Good salary to right party. This is permanent position, don't want any floaters. Give full address and references, so we can telegraph you. W-748, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equipment for Sale

### Bacon Slicer

For sale, U. S. Link-Belt power bacon slicer. General Electric motor, 3-phase, 60-cycle, 220-volts, 2-H.P. One year to pay. Price \$385.00. Wilmington Provision Co., Wilmington, Del.

### Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, Permutit water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

### Used Equipment for Sale

3 Anderson No. 1 Oil Expellers, motor driven, with 15-H.P., AC motors, complete with tempering apparatus; 2 Anderson RB Expellers; two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; 1 Albright-Nell 2½ ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler Hammer Mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; 2 Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 "Boss" No. 166 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY  
14-19 Park Row, New York, N. Y.  
Shops and Plant  
331 Doremus Ave., Newark, N. J.

## Business Opportunities

### Retail Market

First-class retail market in Ridgewood section of Brooklyn, N. Y. All modern equipment. Complete sausage kitchen. Address J-K, c/o Brand Bros., 410-412 E. 49th St., New York City.

### Packing Plant

For sale, fully equipped packing plant now in operation. Everything in excellent condition. Located in Central Indiana. Seventy-five thousand population within radius of 25 miles. New stock pens under cover and located on railroad siding. This \$35,000 plant can be bought for \$15,000. Only \$8,000 cash necessary, balance easy payment.

W-744

THE NATIONAL PROVISIONER  
407 S. Dearborn St., Chicago, Ill.

## Miscellaneous

### New Sausage School New

First practical course in U.S.A. Domestic and leading imported special German, Italian, and Hungarian sausages and extra fine meat products. Special private course by well-known specialist in this field. Course includes the preparation of Rollaten, Pastetten, original meat loaf, etc., Pennsylvania scrapple, etc. U. S. Government inspected sausage kitchen. For full information write

Oskar Kautsch

1149 N. 3rd St., Philadelphia, Pa.

### SELL

### Surplus Equipment

The classified columns of THE NATIONAL PROVISIONER offer a quick, resultful method of selling equipment you no longer need at negligible cost. Turn space-wasting old equipment into cash. List the items you wish to dispose of and send them in. THE NATIONAL PROVISIONER classified columns will find a buyer for them.

# UNITED DRESSED BEEF COMPANY

## J. J. HARRINGTON & COMPANY

### City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils  
Stearine  
Tallow

Stock Foods  
Calf Heads  
Cracklings

Pulled Wool  
Pickled Skins  
Packer Hides

Calf Skins  
Horns  
Cattle Switches

### Selected Beef and Sheep Casings

43rd & 44th Streets  
First Ave. and East River

NEW YORK CITY

Telephone  
Murray Hill 4-2900

### To Sell Your Hog Casings in Great Britain

communicate with

**STOKES & DALTON, LTD.**  
Leeds 9 ENGLAND

**FRANK A. JAMES**

21-23 FARRINGDON ROAD, LONDON, E. C. 1

Cable Address: - - - JAMMETHO SMITH, London

We are large Buyers all the year round of all grades of Hog Casings

Cable Offers: - - C. I. F. LONDON

Phone Gramercy 5-3665  
**Schweisheimer & Fellerman**  
Importers and Exporters of  
**SAUSAGE CASINGS**  
Selected Hog and Sheep Casings a Specialty  
Ave. A, cor. 20th St. New York, N. Y.

**HARRY LEVI & COMPANY, INC.**  
IMPORTERS EXPORTERS  
**SAUSAGE CASINGS**  
625 Greenwich St. 723 West Lake St.  
NEW YORK, N. Y. CHICAGO, ILL.

**GEO. H. JACKLE**

Broker

Offerings Wanted of:  
Tankage, Blood, Bones, Cracklings, Hoofs  
405 Lexington Ave. New York City

HAVE YOU ORDERED  
**The MULTIPLE BINDER**  
FOR YOUR 1937 COPIES OF  
**THE NATIONAL PROVISIONER**  
A complete volume of 26 issues can be easily kept for future reference in this Binder.

## SAUSAGE

is Finer Tasting  
in Natural Casings

**SALZMAN CASINGS CORP.**

4021 Normal Ave., Chicago, Illinois

*"The Skins You Love to Stuff"*

**Early & Moor, Inc.**  
**SAUSAGE CASINGS**

Exporters 139 Blackstone St.  
Importers Boston, Mass.

 Selected  
**Sausage Casings**

Attention  
For YOUR Pork Sausage Use  
OUR Graded SHEEP CASINGS

**MAY CASING COMPANY, INC.**  
FORMERLY M. J. SALZMAN CO., INC.  
619 West 24th Place, Chicago, Ill.

# ADVERTISERS

*in this issue of*

## THE NATIONAL Provisioner



The National Provisioner is a Member Audit Bureau  
of Circulations and Associated Business Papers, Inc.

If all the companies listed here were to go out of business tomorrow the result to you would be disastrous. Substitute sources of equipment, supplies and services would have to be sought, and while they were being found—if they ever could be found—your operations would be seriously crippled, your losses would be terrific. It takes years to build up and make available what these firms offer—years in the crucible of actual use, prompt delivery, continuous improvement, and the satisfying of hundreds of customers.

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# "EASY" *is the WORD*

## EASY TO OPERATE

ANCO Packinghouse Trucks when equipped with roller bearings, save the energy of operators and increase production considerably. It is much easier to push roller bearing trucks; therefore, your employees can handle more product in a shorter length of time.

## EASY ON YOUR FLOORS

The damage done to floors by iron and steel wheels on packinghouse trucks often amounts to thousands of dollars. By installing ANCO Trucks with rubber tired running gear, you can save your floors and keep them much safer and more presentable.

## EASY ON YOUR NERVES

Scientific research has proven that distracting noises diminish the efficiency of a human being. A large volume of nerve-racking noise can be eliminated in your plant by the installation of ANCO Rubber Tired Trucks.

## ANCO TRUCK CONSTRUCTION

Years of concentrated thought and effort have been put into the design and construction of ANCO Meat Trucks. Such features as Sanitation, Durability, and Balance have been perfected. The addition of grease resisting rubber tires and roller bearing running gear now makes it possible for you to obtain increased efficiency, maximum durability, and a marked saving in operating costs. No matter what your Meat Truck problems are, ANCO can solve them.

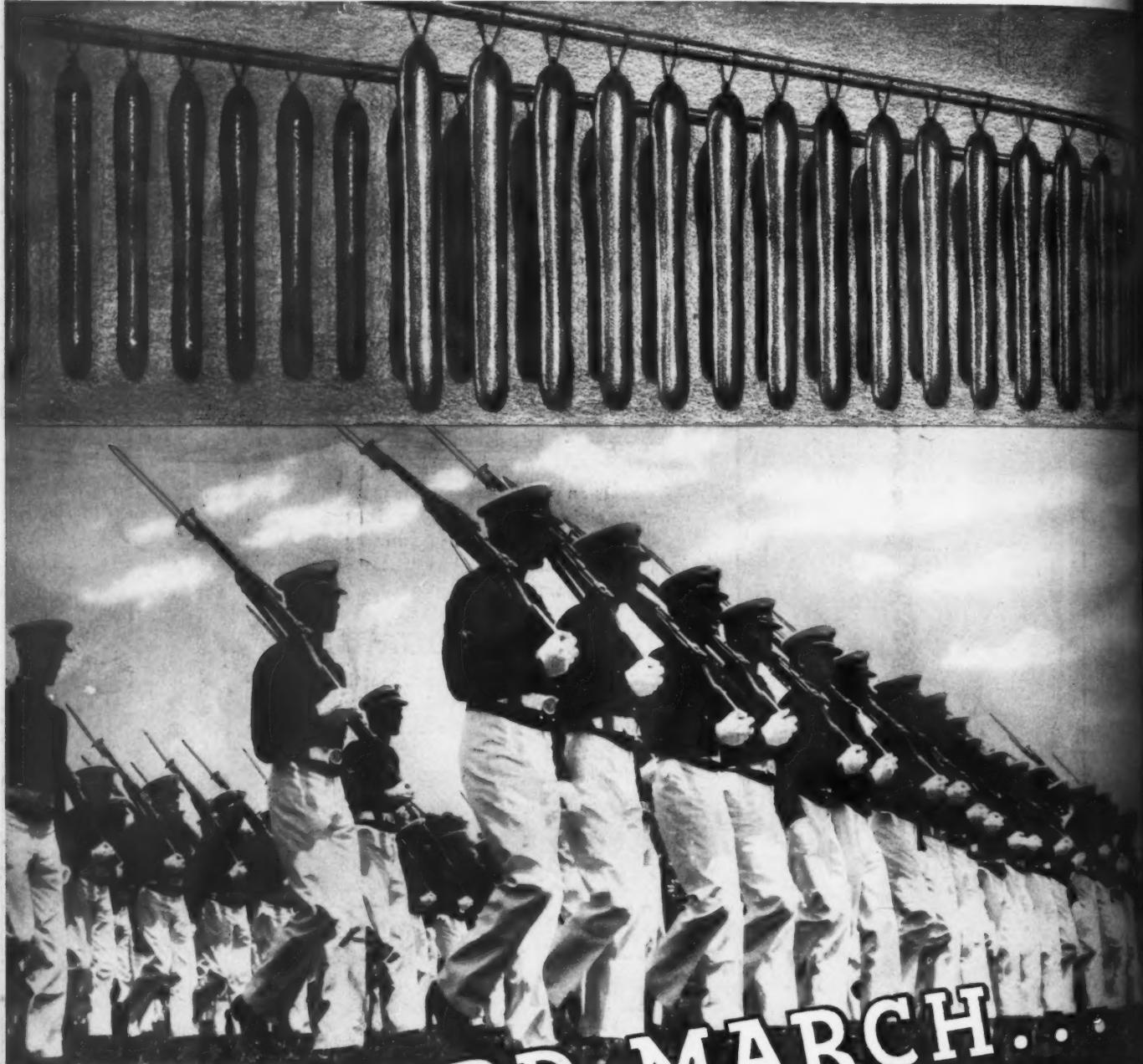
## THE ALLBRIGHT-NELL CO.

5323 S. Western Boulevard  
Chicago, Ill.

117 Liberty Street  
New York, N. Y.

111 Sutter Street  
San Francisco, Calif.

# SAUSAGE IS ALWAYS ON DRESS PARADE



## FORWARD MARCH...

A CRISP ORDER! Column after column of men move forward in review. No time for buttoning collars now—the dress parade is on!

Every day sausage products are passing in review before the exacting eyes of consumers . . . being inspected and compared with competing brands. *Here is where sales are made.* How important it is that your sausage meets with approval on this daily dress parade!

The uniformity of Swift's Selected Beef Casings together

with their fine quality will enable your product to make a favorable impression at all times. This is because Swift's natural casings are:

- FRESHLY HANDLED.
- WELL FATTED.
- ACCURATELY GRADED FOR SIZE.
- CAREFULLY INSPECTED FOR DEFECTS.
- WELL PACKED.

*There is no chance for product not to look its best when stuffed in Swift casings. Ask your local Swift & Company representative about our full selection of rounds, weasands, middles, bungs, and bladders.*

**USE SWIFT'S SELECTED BEEF CASING**

RA

o make a  
the Swift's

NGS